# Board of Trade Journal

Volume 196, No. 3767 Published by Her Majesty's Stationery Office 28 May 1969

2s. 0d. net

# Meanwhile, back in the hold...

. . . Your freight's being looked after just as well as the passengers. Our freight boys may not look quite as pretty as our hostesses, but they certainly take their jobs as seriously. That's where BUA's reputation for kid glove cargo treatment comes from.

What's behind it all? A very simple fact of life. That an Independent airline has to give superb service if it's going to continue to compete effectively. And BUA intend to do precisely that.

Our network's pretty impressive too. Our Africargo service covers East and Central Africa specifically, and we have plenty of space on all our European, West African and South American scheduled flights.

If you've never used BUA before, all we ask is you try us. We'll give everything we've got to impress you.

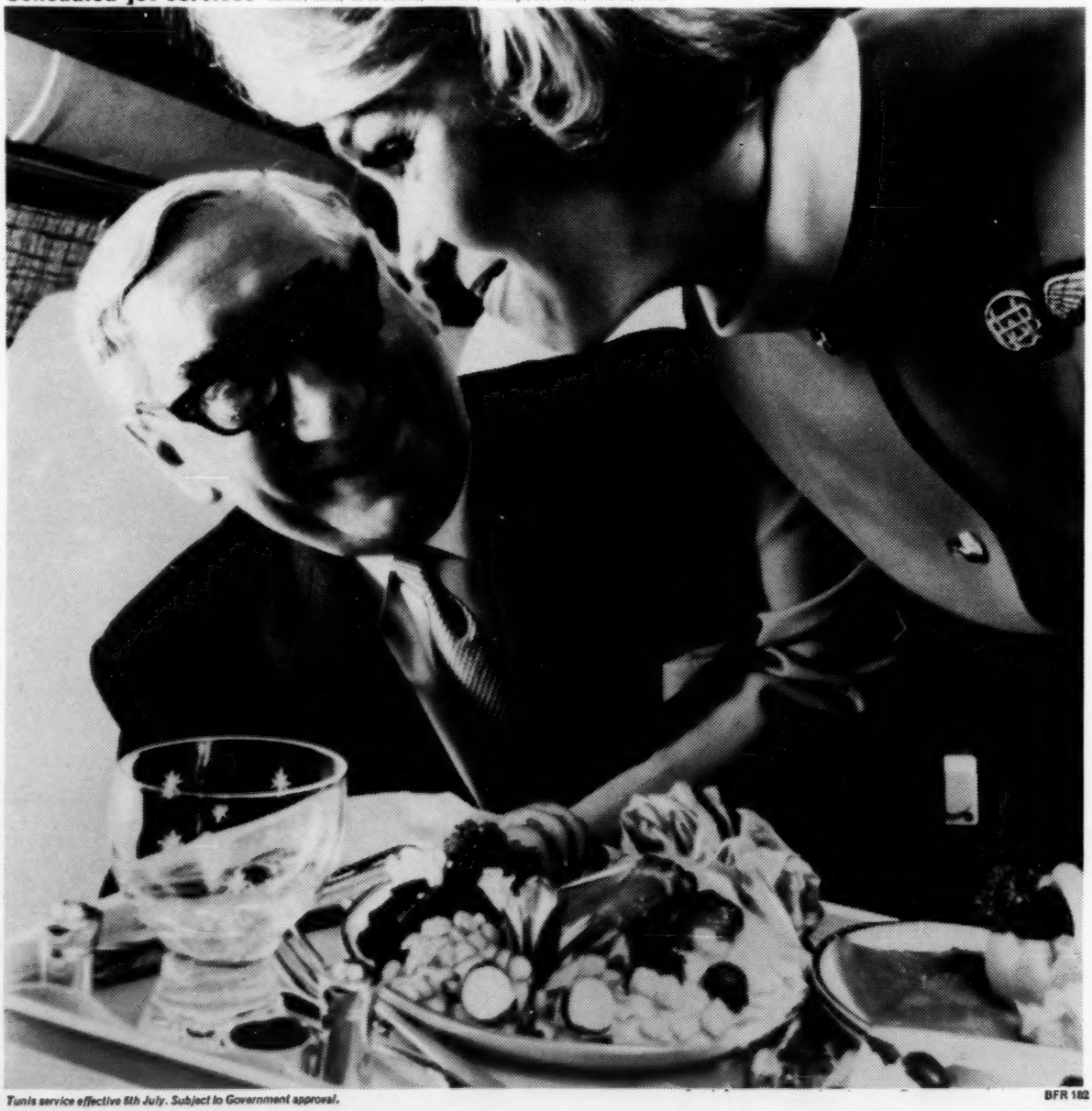
The airline that has to be best

BUA

BRITISH UNITED AIRWAYS

Reservations and deliveries can be made at either cargo unit. **HEATHROW,** Building 114, Cargo Unit, Heathrow Airport, London. Tel: 01-759 4111. **GATWICK,** Cargo Unit, Gatwick Airport, London. Tel: 01-283 8755.

**Scheduled jet services** Accra, Amsterdam, Bathurst, Belfast, Buenos Aires, Edinburgh, Entebbe, Freetown, Genoa, Gibraltar, Glasgow, Jersey, Las Palmas, Le Touquet, Lisbon, Lusaka, Malaga, Nairobi, Ndola, Rio de Janeiro, Rotterdam, Santiago, Sao Paulo, Tenerife, Tunis.



*Tunis service effective 6th July. Subject to Government approval.*

BFR 182

# Board of Trade Journal

VOLUME 196. NO. 3767. PAGES 1481-1540 28 MAY 1969.
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

*Editorial Address:*
**Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.**



**Index to Statistics** 1482
**Subscriptions, Advertisements, Reprints** 1482
Technical services for industry: the developing role of BSI's Hemel Hempstead Centre 1485
'How the Overseas Projects Group can help exporters' – the President 1488
Mr. Dell speaks on Government statistical services 1488
Mr. Dell's visit to wool textile industry 1489
Consideration of mergers by the Board of Trade 1489
Effect of HMSO's industrial dispute on *Board of Trade Journal* distribution 1489
Mr. Peter Shore speaks on future of National Planning 1490
Anglo-Soviet talks on science and technology – communique 1490
Dr. Bray opens Machine Tool Conference 1491
Application for the removal of the import duty on crude tall oil 1492
Applications for temporary exemption from import duty 1492
Purchase tax on curtain tape 1493
Investment grants claims 1493
Electronics EDC report on EFTA market 1493
Loughborough University to hold export course 1493
Conference on international licensing 1493
Directors of NCR meet in London for first session held abroad 1493
New industry for Abercarn 1493
Extension to Cleator Fasteners factory in Cumberland 1493
Footwear firm's big Ammanford expansion 1494
BTA travel workshops for 1969 1494
Patents endorsed 'Licences of Right' 1494
Visits by British overseas commercial representatives during the period to August 1495
**Aviation and Shipping**
Appointment of Joint Field Commander to National Air Traffic Control Services 1496
Third London Airport: Site information for Stage II local hearings Thurleigh 1496
Busy year for coastguards 1496
Revised Mercantile Marine Office fees 1496
Reducing noise disturbance at Esher/Stoke d'Abernon 1497
**Parliamentary Answers** 1498
Parliamentary answers on aviation and shipping 1499
**New Books** 1500
Reports on science abroad 1501
**Government surplus sales by auction** 1503

STATISTICS
The economy: selected indicators 1504
Index of industrial production for February 1505
Textile and clothing industries: orders and deliveries 1506
Output of the wool textile industry 1506
Production in the cotton industry 1507
DEA Progress Report for May 1507
Orders, deliveries, production and exports in the engineering industries in March 1508
Business Monitor 1511
Northern Ireland index of production 1511
New companies registered in Northern Ireland 1511
Index of retail trade for April 1511
Registrations of British and foreign films 1511

EXHIBITIONS AND FAIRS
British weeks in Tokyo and Vienna – will your goods get there on time? 1512
Princess Alexandra to open British Week in Vienna 1512
Export Print Exhibition opens at Design Centre 1512
North-east Development Council's Exhibition shows a dynamic industrial region 1512
British Pavilion at Baghdad: closing date for applications extended 1513
Mining exhibition was 'first-class selling event' 1513
Improved services for overseas visit at 1969 Royal Show 1513
Variety of British foods on show at Atlantic City 1514
Britain notches up $2 million worth of business at Chicago tool show 1514
Bakery machinery exhibition will be UK's largest 1515
'Resounding success' at Frankfurt Fur Fair 1515
Twenty-two countries represented at Tokyo Trade Fair 1516
British showing at Paris materials handling exhibition 'the best yet' 1516

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
UAR and Turkey. France and Hungary 1518
Opportunities for exporters – calls for tender 1519
Opportunities for exporters – agency inquiries, market reports, etc. 1523
**Export Missions and Tours** 1526
**Export orders** 1527

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
**Canada:** 'Made in Canada' rulings 1540
**Canary Islands:** Food labelling regulations 1538
**Chile:** Permitted import list. Amendments to customs schedule (1) (2) 1539
**European Communities:** Customs legislation in the EEC. Common agricultural policy 1528
**Finland:** New Patents legislation 1529
**France:** Import regulations for meat, etc., for human consumption 1530
**Jamaica:** Export Industry Encouragement Law, 1956 1540
**Libya:** Budget 1530
**New Zealand:** Emergency Protection Authority 1538
**Nigeria:** Customs tariff changes 1531
**Peru:** New tariff item and increases in specific duty rates 1539
**Sierra Leone:** Import licensing regulations 1537
**Singapore:** Customs tariff changes amendment. Import restrictions on glass 1538
**South Africa, Republic of:** Customs tariff changes. Customs tariff application 1538
**Spain:** Import quotas 1530
**Switzerland:** Compensatory tax 1530
**Trinidad and Tobago:** Import licensing arrangements 1540
**Uruguay:** Modifications to the code of merchandise 1538
**United States:** National Commission on production safety 1540


## *Front cover photograph*

Light intensity measurements being made on a street lighting fitting mounted on a photometer designed at the Hemel Hempstead Centre of the British Standards Institution. This is part of the work of the Photometric Division of the Centre, which in addition to offering testing facilities to many industries also operates the unique Technical Help to Exporters scheme. An article describing the function and growth of the Hemel Hempstead Centre appears in this issue.

# *Index to Statistics published regularly in the Board of Trade Journal*

A = annually; M = monthly; Q = quarterly; 6-M = every six months.


| *Title* | *Last published* |
|---|---|
| Air transport: | |
| Aircraft noise at Heathrow airport (Q) | 11 April 1969 |
| Trade by air (6-M) | 28 Mar. 1969 |
| Balance of payments (Q) | 20 Dec. 1968 |
| Bankruptcy orders (Q) | 31 Jan. 1969 |
| Business names registered (A) | 7 Feb. 1969 |
| Capital expenditure: | |
| Distributive and service trades (A) | 7 Mar. 1969 |
| Industry's capital expenditure (Q) | 4 April 1969 |
| Industry's investment intentions (3 times a year) | 24 Jan. 1969 |
| Manufacturing industry, Census of production (A) | 20 Dec. 1968 |
| Catering trades turnover (M) | 14 May 1969 |
| Chemical industries production (6-M) | 17 Jan. 1969 |
| Companies: | |
| Acquisitions and mergers (Q) | 21 May 1969 |
| Income and finance (Q) | 28 Feb. 1969 |
| New companies registered: | |
| Gt. Britain (M) | 25 April 1969 |
| N. Ireland (M) | This week |
| Computers: | |
| UK computer market (Q) | 2 May 1969 |
| Construction work overseas (A) | 11 Oct. 1968 |
| Credit: | |
| Instalment credit business (M) | 4 April 1969 |
| International trade credit (A) | 16 Aug. 1968 |
| Electronic industry: | |
| Electronic capital equipment deliveries, research and development (Q) | 14 May 1969 |
| Engineering and electrical goods: | |
| Deliveries of certain products (A) | 3 Jan. 1969 |
| Production, exports and orders (M) | This week |
| ECGD business (Q) | 22 Nov. 1968 |
| Film industry: | |
| British Film Fund Agency returns (M) | 4 April 1969 |
| Cinema admissions and takings (M) | 21 May 1969 |
| Film rentals charged to exhibitors (A) | 3 May 1969 |
| Overseas payments and earnings (A) | 6 Dec. 1968 |
| Registrations of films (A) | 24 Jan. 1969 |
| Trends in film going (A) | 9 Aug. 1968 |
| Food: | |
| Consumption levels (A) | 14 Feb. 1969 |
| Household consumption (Q) | 10 Jan. 1969 |
| Footwear industry orders and deliveries (M) | 21 May 1969 |
| Foreign trade: | |
| Commonwealth trade (A) | 7 July 1968 |
| EFTA trade (Q) | 14 June 1968 |
| Trends in export of manufactures (A) | 6 Sept. 1968 |
| World trade and production (Q) | 2 May 1969 |
| Foreign trade of the UK: | |
| Direct exports (A) | 16 Aug. 1968 |
| Unit value and volume index nos. (M) | 14 May 1969 |
| Value of overseas trade (M) | 21 May 1969 |
| Value of overseas trade: analysis of trends (Q) | 14 May 1969 |
| Gold and convertible currency reserve (M) | 11 April 1969 |
| Hairdressing trades turnover (M) | 14 May 1969 |
| Hire-purchase: | |
| Assets and liabilities of HP companies (Q) | 14 May 1969 |
| Business (M) | 4 April 1969 |
| Industrial building provisional figures (Q) | 31 Jan. 1969 |
| Industrial development approvals (Q) | 25 April 1969 |
| Industrial development certificates refused (A) | 23 Aug. 1968 |
| Industrial production: | |
| Index nos. (M) | This week |
| N. Ireland index (M) | This week |
| Insurance companies: | |
| Assets (A) | 16 Aug. 1968 |
| Transactions (A) | 25 April 1969 |
| Investment and earnings overseas (A) | 19 July 1968 |
| Laundries and dry cleaners turnover (M) | 14 May 1969 |
| Machine tools, deliveries and orders (M) | 21 May 1969 |
| Man-made fibres: | |
| Analysis of production (A) | 4 April 1969 |
| Analysis of production (Q) | 3 Jan. 1969 |
| Deliveries (Q) | 8 Nov. 1968 |
| Production (M) | 21 May 1969 |
| Motor industry: | |
| Car and commercial vehicle production (M) | 2 May 1969 |
| Motor trades turnover (M) | 14 May 1969 |
| Office development permits (Q) | 14 Feb. 1969 |
| Partnerships registered (A) | 7 Feb. 1969 |
| Pension funds: | |
| Assets (A) | 12 July 1968 |
| Transactions (Q) | 14 Mar. 1969 |
| Retail prices index (M) | 2 May 1969 |
| Retail trades: | |
| Index nos. (M) | 4 April 1969 |
| N. Ireland index (M) | 25 April 1969 |
| Royalty transactions (A) | 14 May 1969 |
| Shipping: | |
| Movement at UK ports (M) | 25 April 1969 |
| Nationality of vessels in UK sea-borne trade (A) | 27 Dec. 1968 |
| Stocks: | |
| Distributive and service trades (A) | 7 Mar. 1969 |
| Industry's stocks (Q) | 4 April 1969 |
| Manufacturing industry, Census of production (A) | 20 Dec. 1968 |
| Retail (M) | 4 April 1969 |
| Television: | |
| Overseas payments and earnings (A) | 3 May 1968 |
| Textiles: | |
| Clothing and textile orders and deliveries (M) | This week |
| Cotton production (M) | This week |
| Wholesale houses sales (M) | 14 May 1969 |
| Wool exports (Q) | 22 Nov. 1968 |
| Wool output (M) | This week |
| Tourism: | |
| International tourism (A) | 2 Jan. 1969 |
| UK tourist traffic (M) | 25 April 1969 |
| Wholesale prices: | |
| Average prices of selected commodities (A) | 21 Feb. 1969 |
| Index nos. (M) | 21 May 1969 |



| Board of Trade Departments, etc. *Subject* | *Last published* |
|---|---|
| Board of Trade addresses | 9 May 1969 |
| Board of Trade regional organization | 28 Mar. 1969 |
| British and Commonwealth chambers of commerce and other British business organizations overseas | 10 Nov. 1968 |
| British commercial representatives overseas | 14 Mar. 1969 |
| Customs notices of interest to exporters | 21 Feb. 1969 |
| Directory of Board of Trade departments and their work | 28 Mar. 1969 |
| ECGD local offices | 28 Mar. 1969 |
| Half-yearly index – July-Dec. 1968 | 7 Feb. 1969 |
| Official Receivers' offices | 21 June 1968 |
| Programme of trade promotions | 7 Mar. 1969 |



*SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS*

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1, 13a Castle Street, Edinburgh 2; Brazennose St. Manchester; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 7-11 Linenhall Street, Belfast 1, or through any bookseller.



© Crown Copyright 1969

**Short extracts can be published** without specific permission providing that the source is duly acknowledged.



**Subscriptions and sales inquiries** should be addressed to the publishers at any of the above addresses.

**Editorial Communications** should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)


*The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.*


**Advertisements.** Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)


*The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.*


**Reprints of articles.** Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.



# Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

*Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

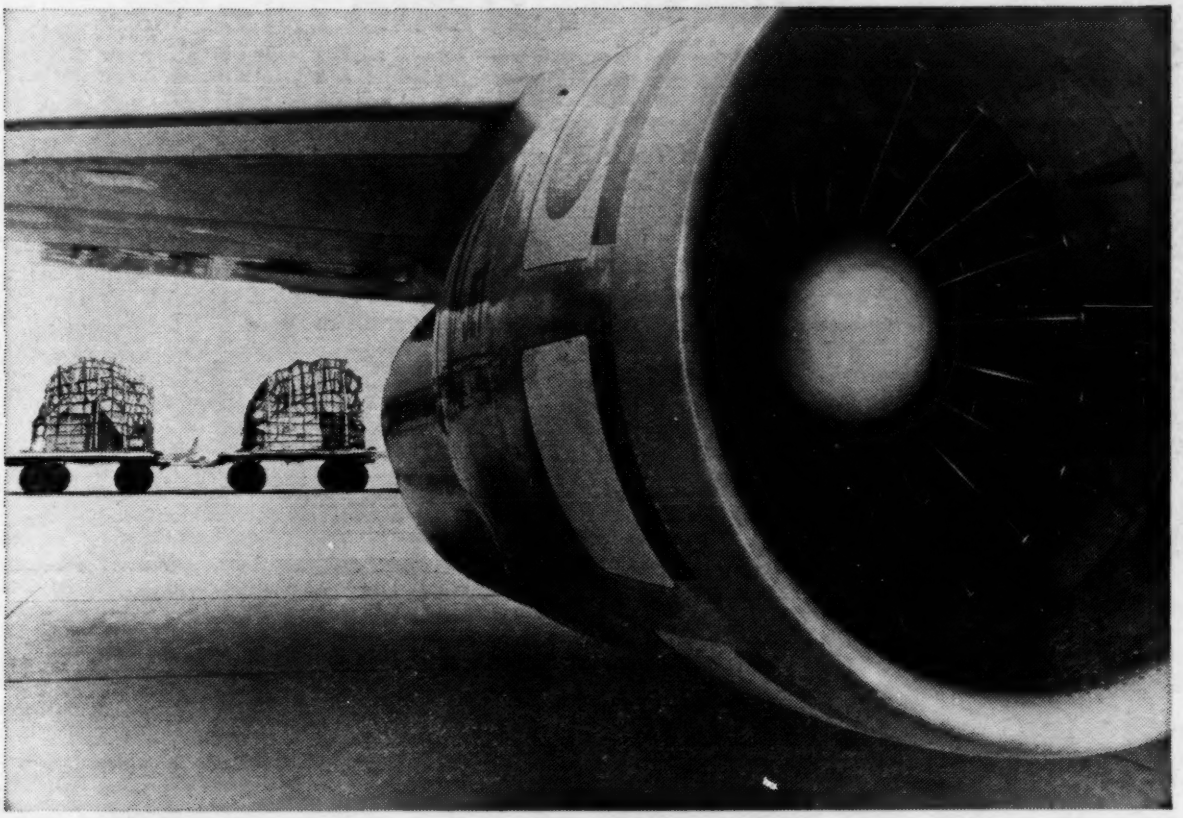
**Price 8s. 6d.** (*by post 9s. 4d.*). Annual Subscription **£5 12s.** including postage and a copy of the Definitions of items and units employed in the Digest,

*Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

# QANTAS JET ENTERPRISE

THE NEW WAY TO SAVE DELAYS, SAVE MONEY



## Speed your cargo direct, no hold-ups on the way to the Far East and Australia.

Qantas Air Cargo from London to the Far East and Australia saves days on delays. 10 times a week, any day of the week, Qantas can speed your consignments direct. No stopovers, no transhipments, no hold-ups on the way. Connecting services to speed your cargo on to New Zealand and the South Pacific.

Qantas with its associates offers 36 direct cargo flights a week to the Far East and Australia; the only regular jet freighter capacity.

**QANTAS AIR CARGO**

YOUR CARGO EXPERTS ON FIVE CONTINENTS

*QANTAS, in association with AIR INDIA and BOAC*

8A 302

# Exporting? New editions of these free Board of Trade handbooks now available

These free Board of Trade Export Handbooks contain vital information for everyone concerned in exporting. In their first year of publication, the combined circulation of the first three handbooks approached a quarter of a million copies.

Now up-dated third editions are being issued, along with a new fourth title—"Agency Legislation and Practice Abroad".

To get as many free copies as you need for yourself and your staff, complete and post the coupon today.

Board of Trade export handbook number 1 3rd edition
Services for British Exporters
Board of Trade export handbook number 2 3rd edition
Board of Trade export handbook number 3 3rd edition
Board of Trade export handbook number 4

**1. Services for British Exporters** presents complete and up-to-date information on the range of Government and other export services, and explains how your company can best benefit from them.

**2. ECGD Credit Insurance and Financial Support Services** describes in detail the credit insurance and other facilities provided by the Export Credits Guarantee Department.

**3. Organisation for Overseas Marketing** is intended for use particularly by chief executives in industry as a guide to the types of internal organisation that could help a firm to export more efficiently.

**NEW ISSUE**

**4. Agency Legislation and Practice Abroad** is designed to forewarn British exporters of legislation in some countries which might give rise to unforeseen difficulties in the relationship between principal and agent.

**To: U.K. Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, SW1.**

Please send me _____ free copies of Handbook No. 1
_____ free copies of Handbook No. 2
_____ free copies of Handbook No. 3
_____ free copies of Handbook No. 4

NAME.....

FIRM.....

ADDRESS.....

.....

.....

# *Technical services for industry: the developing role of BSI's Hemel Hempstead Centre*

TEN YEARS AGO, in June 1959, the British Standards Institution set up its first testing laboratory in the new town of Hemel Hempstead in Hertfordshire.

Though the Hemel Hempstead Centre was intended basically as a station for testing equipment and materials against both British and overseas standards, it was agreed from the beginning that the direction in which it would develop and the new range of activities it might eventually undertake would evolve naturally from the needs and services which as time went on it was seen that industry seemed to require and the Centre felt it could satisfy. The policy of the BSI directorate was to regard the new unit as flexible and leave developments to a great extent in the hands of the executive director, Mr. J. F. Roberts, and his staff.

Looking back over these 10 years, how and in what directions has the Centre developed? And how does it see its future?

The testing functions of the unit, as might have been foreseen, have grown tremendously both in the amount and the range of work which can now be undertaken. The Hemel Hempstead Centre has now built itself up to be a highly successful self-supporting commercial organization, employing a widely qualified staff of 160 and an income which from nil in 1959 has grown to £300,000 today.

### Testing to overseas standards

Car safety belts, sewing machines, tape recorders, matches and clinical thermometers – these are a few of the hundreds of different items tested at Hemel Hempstead. The testing laboratory itself is divided into four sections – Electrical, Mechanical, Photometric, and Physical and Chemical. The majority of the testing and factory inspection work for the well-known BSI Kite Mark scheme is operated from the Centre, where stringent quality tests are carried out before the mark is granted. Crash helmets, for instance. Here, where BSI approval is mandatory, three in every 200 helmets manufactured are submitted to a series of crushing and piercing tests designed to find out exactly how much protection they offer the wearer. Another test conducted under dramatically realistic conditions is the dynamic testing of car safety belts. A dummy, strapped into a chair by the safety belt, hurtles down an 80 ft. track at 30 miles per hour and is brought to a complete halt at a distance 2 ft. from the end of the shaft. A safety net catches the unlucky dummy whose safety belt may have broken. A high-speed camera has recorded the impact and an automatic readout of the deceleration pattern is given. BSI approval is mandatory here as well. One in 300 safety belts produced is tested; of these one in 10 is treated in this way and the remaining nine are tested on static apparatus, where they have to withstand a force of 4,000 lb. These car belts, incidentally, are not all for the home market. The BSI has obtained approval from a number of American states for the testing and approval of seat belts intended for export to the United States – the advantages of being able to obtain this clearance before the belts leave the country are obvious. In many cases the American authorities have slightly different requirements for which the testing laboratory has had to provide special equipment – assembly testing rigs and abrasion testing machines for example, have been set up.

*During his visit to the BSI Hemel Hempstead Centre, Lord Brown, Minister of State, Board of Trade (centre), saw electrical equipment being tested to comply with international safety requirements. Left is Mr. George Beeby, BSI chairman, and on the right Mr. J. F. Roberts, executive director of the Centre.*

A large part of the testing work which the Centre has built up over the last 10 years is in fact done on behalf of overseas organizations for which the unit is acting as agents. One of its most important activities in this field is the work it does as an approvals agency for the Canadian Standards Association. This valuable aid to exporters selling all types of electrical equipment to Canada was started by BSI in 1950 as a result of the difficulties British manufacturers had been experiencing in interpreting and meeting Canada's stringent electrical code and approval requirements; the service was transferred to Hemel Hempstead when the new unit was established. Under the scheme, United Kingdom manufacturers can obtain CSA approval or special acceptance of their electrical goods before they leave the factory; the Centre is finding it is dealing with a rapidly increasing amount of work from exporters who are coming to realise the tremendous advantages this gives them.

The same sort of work is carried out by the Centre for the Standards Association of Australia in the approval of electrical equipment used in flammable atmospheres, car seat belts and protective helmets; it is also an approved testing station by many American state authorities for protective helmets as well as seat belts.

### An agency for Government departments

Hemel Hempstead is also officially authorized to act as an agency for several Government departments and organizations, work which covers not only the testing but also the factory inspection of an enormous variety of materials and equipment. It includes testing the cleanliness of fillings for the Ministry of Health under the Rag

THE BSI's HEMEL HEMPSTEAD CENTRE, *continued*

and Flock Act, testing fabrics and garments for flammability, testing oil heaters, and testing headlamps and reflex reflectors in connection with the European E. Scheme (the BSI certificate is accepted throughout 'E. Scheme' countries, which include most of Western Europe).

The Centre also acts as a certifying authority for the British Electrical Cable Testing Organization and as a factory inspection authority for the British Electrical Approvals Board.

The mandatory testing of taxi meters for the Metropolitan Police – they must all be tested at least once a year – is another of the Centre's agency activities. This, like a sizeable amount of the Hemel Hempstead Centre's present-day testing work, has been taken over in recent years from the National Physical Laboratory. Much of it is covered by the BST (British Standards Tested) scheme – the BST mark appears on certain items of equipment, clinical thermometers and trilene inhalers for women in childbirth, for example, where the products are individually tested.

Yet another side of this work, carried out in the large Electrical Section of the testing area, concerns the testing of office machines for electrical safety, as a result of which the machine is given a BS approval number. The operation of the approval scheme for components used in domestic equipment is also part of the Centre's work.

### Plans for the future

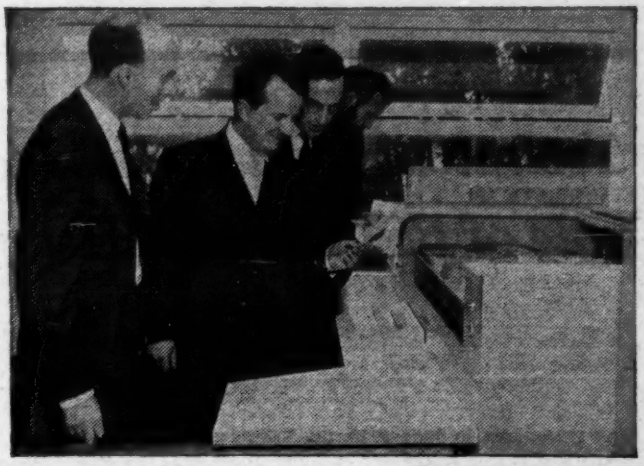
Plans for the future of the testing side of the Hemel Hempstead Centre's activities will depend largely on the demands made on it by industry. An important project on which it is already engaged is a three-year bedding programme organized in conjunction with the National Bedding Federation as a result of which performance requirements for spring interior mattresses will be formulated. The Centre is already one year into this programme, and so far about 120 beds have been submitted to a rigorous series of tests to provide data on which to base realistic testing methods. A similar programme on the testing of windows is also well under way in the Centre's laboratories, which are well equipped to handle further comparatively long-term investigations along these lines.

It should perhaps be pointed out at this stage that the test facilities of the Hemel Hempstead Centre are not of course limited to 'schemes'. Individual contracts – for testing prototypes, for example – are welcomed and are dealt with in a completely confidential way.

### The Technical Help to Exporters scheme

The growth and establishment of the Centre's testing services are reflected in the increasing amount of physical space they require. Nearly every year additional laboratories are built to meet the demands of industry. A large four-storey extension is planned for construction this year. Fifty per cent of this will be for new testing laboratories, but the remaining 50 per cent is intended to cope with the growth in an entirely new service initiated at the Centre in 1966 and specifically aimed at helping British exporters with any kind of technical problem.

The Technical Help to Exporters scheme was described in some detail in an article published in the *Board of Trade Journal* of February 23, 1968. Briefly, it is a Government sponsored scheme set up to fulfil the growing need of British manufacturers selling to overseas markets for some authoritative guidance in finding their way through the tangle of different specifications and regulations relating to their products. The THE section, which now employs a staff of 30, prepares and publishes technical digests containing information on the requirements for particular industries in particular countries. In the electrical field, for instance, where overseas regulations can be particularly complex and bewildering, technical digests for each country are now produced in three parts – Domestic and Commercial, Industrial, and Flammable Atmospheres; to date these cover the countries of Western Europe, Australia and South Africa. The electrical field is particularly well covered, as is that of boilers and pressure vessels, where digests



*Mr. J. F. Roberts (left), Hemel Hempstead Centre's executive director, explains to Mr. G. T. Fowler, Joint Parliamentary Secretary, Ministry of Technology, the comprehensive filing system needed to cope with the large number of inquiries received daily by the Technical Help to Exporters section.*

detailing the technical requirements for Eastern and Western Europe and South Africa have been prepared. The section is now working on overseas technical requirements for cranes and hoists and machine tools, and will soon be tackling the building components field.

A recently published digest interpreting the new German law on technical equipment illustrates the importance and value to the British exporter of this side of the THE service. Known as the 'Equipment Safety Law,' the law affects United Kingdom manufacturers exporting a wide range of products to the Federal Republic; the digest translates, summarizes and provides explanatory notes for them. As well as clarifying the law for those exporters likely to be affected by its introduction, the Centre is prepared to negotiate with the German authorities so that BSI approval here will be accepted in Germany as proof that the law's requirements have been met. This will mean an immense saving in time for the busy manufacturer.

Being Government sponsored, THE services are available free of charge; however, manufacturers are encouraged to become subscribers to the scheme at an annual fee of £2, when they will automatically receive digests covering their particular field as they appear.

The THE service is also concerned with manufacturers' individual export problems. A typical piece of work might be that recently undertaken by one section concerning the problems of a United Kingdom contracting firm which had won a contract to instal a chemical plant in Poland. In order to satisfy the Polish authorities that the equipment would meet their specifications, the section carried out a special investigation as a result of which it was able to report that the equipment complied with American standards

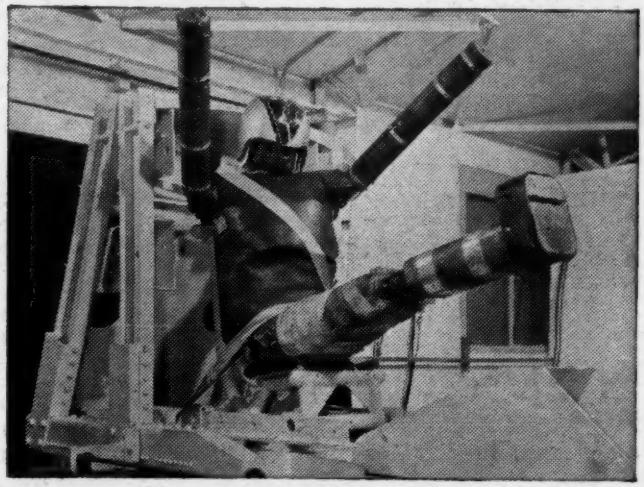
## FEDERAL REPUBLIC OF GERMANY – EQUIPMENT SAFETY LAW

*This article states that the THE Section of the BSI have published a digest which deals in detail with the Federal German Law on technical equipment. Copies of this digest may be obtained from the THE section, Maylands Avenue, Hemel Hempstead, Herts (Tel.* 2341, *STD Code* 0422). *Inquiries about specific technical standards should also be made to this address.*

*Reference to this law was also made in the* Board of Trade Journal *of May 2 in an article by the British Counsellor (Commercial) at Bonn. Tariff Section of Export Services Branch, Board of Trade, have copies of the German Law, together with copies of a translation and can advise on its regulative effect on goods exported to the Federal Republic. The address of the Branch is Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

accepted by Poland. BSI's approval was sufficient for the Polish authorities, and the firm was able to go ahead with its export plans. The same sub-section recently cleared up points affecting the detailed design of electric motors for export to Germany, and obtained approval for flameproof motors and flameproof light fittings destined for Australia.

The case of a Glasgow firm supplying an explosimeter to Norway, where a BSI certificate stating that the equipment complied with the country's required standards was accepted immediately by the Norwegian authorities, illustrates the confidence of overseas organizations in the BSI certificate of approval. This confidence has been built up over the years largely by personal contact, a factor which has played an important part in the high reputation and success of the THE scheme. The information published in the digests is based on personal visits to the countries concerned by the Centre's engineers and on the checking and rechecking of



*Moment of impact during the dynamic testing of car safety belts at the Centre. All safety belts in Britain must be BSI approved.*

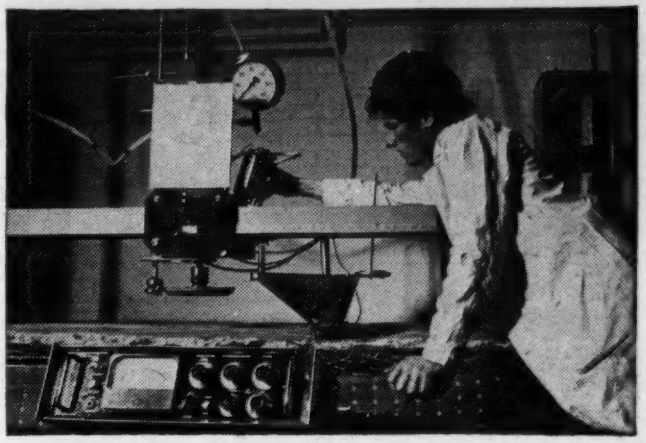
translations and interpretations with the relevant organizations in each country. The visits have built up a steady fund of goodwill with certifying authorities and standards organizations in other countries, a state of affairs which among other advantages is a very good basis for the establishment of reciprocal testing facilities.

**Over 200 inquiries a month**

That United Kingdom exporters already have a lively appreciation of the services the scheme can offer is evident from the number of letters received by the Centre commenting on its speed and efficiency. 'By relating your information to our products and passing it to our customer we have now been given a letter of intent for a large export order', says one such letter. Over 200 inquiries a month are dealt with by the THE service – some simple, which can be dealt with almost immediately, some complex, requiring perhaps several weeks to clear up.

It is not only in this country that manufacturers have been quick to see the advantages of the Hemel Hempstead THE scheme. Its success in speeding up and simplifying export procedures has led to widespread interest from several other countries, some of whom have already sent groups to look round the Centre, with a view to setting up their own technical units for this sort of work.

Mention has been made of the network of reciprocal testing facilities which the Hemel Hempstead Centre is in process of building up. Founded largely on the goodwill and co-operation generated by collaboration on the technical digests, this offers British exporters the opportunity of having their equipment tested and approved in Britain instead of having to send it overseas. The agency work in which the Hemel Hempstead Centre is currently involved,



*A new rig for assessing surface uniformity is set up in the mattress testing section of the Centre.*

notably that on behalf of the Canadian Standards Association, has already been referred to. Over the past 12 months' progress in establishing reciprocal testing arrangements has been made with Australia for some types of electrical equipment and safety headgear and with the South African Bureau of Equipment for electrical equipment. Discussions are at present taking place with United States organizations over some types of equipment; some success has already been won in the field of automotive accessories, where in the past six months the Centre has obtained the acceptance of many state authorities. This is a side of the work where Mr. Roberts sees particular potentialities for development.

The BSI Hemel Hempstead Centre has come a long way in size, scope and prestige since its establishment only 10 years ago. Now firmly established as a dynamic and efficient testing centre, with comprehensive testing services available to many industries, it is rapidly developing the 'Technical Help to Exporters' side of its work together with the establishment of reciprocal testing facilities. If the past 10 years are anything to go by, manufacturers can expect to be offered an even wider range of services over the next few years.

Inquiries about testing facilities should be addressed to: The Executive Director, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts. (Tel. Hemel Hempstead 2341, Telex: 82424).

Correspondence and inquiries about the Technical Help to Exporters service should be addressed to THE Section at the same address.

**Note:**

Manufacturers who require assistance on the *commercial* aspects of export marketing, tariffs, trade regulations and advertising should contact: Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex: 886143).

---

**HINTS TO BUSINESSMEN**

*The 'Hints to Business Men' series of booklets, covering over* 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757, *Ext.* 7146).

## 'How the Overseas Projects Group can help exporters'

— The President

THE OVERSEAS Projects Group and its work were discussed by Mr. Anthony Crosland, President of the Board of Trade, at a lunch of the Export Group for the Constructional Industry, in London, on May 19. The President said the Overseas Projects Group was working to bring national users into export promotion and support work. 'By national users,' he said, 'I mean the nationalized industries, the Government departments and other public bodies which make major use of British capital equipment here at home. On large projects they are often our best shop window. And their experience of designing and operating capital plant here has given them resources of know-how which we must use overseas to the maximum effect. This can and is being done in a variety of ways: for example, by training in Britain the staff of prospective overseas customers; by helping design projects overseas, and in some cases by providing a full scale joint consultancy service with the professions. The more the national users get involved directly overseas, the more their designs and standards for domestic use will take overseas requirements into account. They have already been brought in to play their part in important projects – to take two examples, the Department of Health and Social Security in hospital building; and the Civil Aviation side of my own department and the British Airports Authority in civil airport projects.'

Speaking of further opportunities in a wide variety of fields, the President regretted that industry was sometimes wary of associating with the public sector. 'But I hope your members will exploit these opportunities to the full and will look to the Overseas Projects Group for support in doing so,' said the President.

The President went on to discuss the arrangements for the Board of Trade to finance through the British Consultants Bureau up to half the loss on an approved feasibility study carried out below cost overseas by a British consultant. He said: 'These arrangements started three years ago, and were experimental. In the event, the experiment has not so much failed as shown the need for different and more flexible arrangements. So in place of the previous scheme, the Overseas Projects Group will from now on have available a small fund – a fund of last resort, so to speak. It will be used to help finance feasibility studies and pre-feasibility promotion aimed at projects overseas. It will be open to professional consultants, private industry or national users. The OPG will have to be satisfied both that the projects hold out commercially – attractive opportunities of subsequent business, particularly in exports of hardware, and that payment really cannot be obtained from another source; and it will examine the possibilities of repayment. What we have tried to do is to get away from providing blanket assistance, often to people who don't need it, and ensure that the money can go on particular and worthwhile projects which would otherwise not go ahead.

'The OPG is a comparative newcomer on the scene. It is perhaps a modest piece of Government machinery, with limited resources, both financial and otherwise. But it is positive and active, and will, I am sure, develop a useful partnership with your Export Group and play its part in your industry's efforts to expand its overseas activities.'

## Chancellor and President meet Amalgamated Weavers Association

MR. GEORGE BROWN and Mr. Ernest Thornton, president of the Amalgamated Weavers Association, met Mr. Roy Jenkins, Chancellor of the Exchequer, and Mr. Anthony Crosland, President of the Board of Trade, on May 22, to discuss the feeling manifested at the Annual Conference of the United Textile Factory Workers' Association.

The Chancellor explained why the tax increases on the industry were essential to his Budget strategy. Mr. Crosland said that he accepted the responsibility for making an early announcement on the recommendations of the Textile Council's productivity and efficiency study.

## BNEC CHAIRMAN VISITS BIRMINGHAM CHAMBER

*Sir Peter Runge, chairman of the British National Export Council, recently visited the Birmingham Chamber of Commerce and Industry for informal discussions on the Chamber's work in promoting selling missions overseas. Before Sir Peter's visit the Chamber quantified its export success story, and published the details. The Chamber has arranged 44 missions since 1965, in which 368 local companies have participated. They brought home, directly or indirectly, over £32 million in orders, inquiries and anticipated business, Sir Peter is seen here (left) with Mr. Frank Cole, President of the Birmingham Chamber.*

## Mr. Dell speaks on Government statistical services

MR. EDMUND DELL, Minister of State, Board of Trade, spoke at the luncheon of the Market Research Society in London on May 21. He said the Government was sometimes criticized by market research people for not making sufficient statistical information available. Constant work went into improving the statistical services provided by the Government and there had in fact been many improvements over the past two or three years. This drive to improve would continue. The establishment of the Business Statistics Office was a major step forward.

'On the other hand I would ask you to remember that the Government for its part is dependent on information supplied by industry,' said Mr. Dell. 'Supplying the information places a burden particularly on smaller firms. We constantly remind them that for census purposes it is not necessary that the returns should be completed with accounting accuracy and the Business Statistics Office is prepared to accept reasonable estimates whenever exact figures are not readily available. Nevertheless it is a burden and firms often regard the supplying of information as a one way process. They provide information to the Government but think they get nothing in return. They do not evidently appreciate the value to them of the availability of the Government's statistical services. This is no doubt a criticism of the way such firms go about – or do not go about – their own market research. But we – and by that I mean market researchers as well as the Government – are clearly failing to some extent in getting across the message about the vital importance to our economy of market research backed by adequate statistics.

'This year we have sent out the census forms for the 1968 Census of Production. The Census of Production has of course been taken at intervals since 1907. This will be the last of the quintennial Censuses of Production because we are going over to other and better methods which will provide information more rapidly. But it is no secret that we have received a number of letters of protest about the census. Questions have been asked in Parliament and the census has been cited as just another example of Government bureaucracy. In fact of course it provides essential raw material not just for Government but also for industry. I hope that the Market Research Society will help to educate industry in the importance not just of using available information but also of supplying it.'

## *Effect of HMSO's industrial dispute on 'Board of Trade Journal' distribution*

AS ANNOUNCED in previous issues, the industrial dispute at HMSO's publishing warehouse in London has resulted in some copies of May 2, 9, 14 and 21 issues of the *Board of Trade Journal* being completely held up, although the greater part of each issue has been dispatched on schedule.

The dispute was still continuing as the *Journal* went to press on May 23.

The following reference to the dispute was made by Mr. John Diamond, Chief Secretary to the Treasury, in a statement in Parliament on May 21:

'Considerable inconvenience is being caused to hon. Members and to the public by the continuing strike at the publications warehouse of HMSO. Recently, Ministers saw representatives from the chapel and the London central branch of the union concerned, SOGAT, to discuss the dispute which is about a control formula in a pay and productivity agreement.

'An offer was made to the union representatives that the disputed clause should be the subject of arbitration, but I regret that this offer was rejected.

'As there has been no further progress, we have decided to set up an inquiry forthwith to look into this dispute.'

Further details of supplementary answers are given in *Hansard*, cols. 449-453.

### ROYAL VISIT TO TEXTILE INDUSTRY

*HRH the Duke of Edinburgh visited the Heathcoat Textile Machinery Company's factory at Exeter recently. During his tour of the works he spoke to many of the employees working on the Heathcoat texturizing machines. The Duke was very interested in the company's recent export successes and was shown a consignment of £60,000 of exports which was part of a larger contract recently gained by Heathcoats. Texturizing machines made at the Exeter factory have been delivered to Norway, Australia, New Zealand and South Africa.*

### GERMAN FINANCE MINISTER IN LONDON

*Herr Franz Josef Strauss (left), Finance Minister of the Federal Republic of Germany, has been in London for talks with Mr. Harold Wilson, the Prime Minister, Mr. Michael Stewart, the Foreign Secretary, and Mr. Roy Jenkins, Chancellor of the Exchequer. Herr Strauss is seen here with Mr. Michael Stewart.*

## *Mr. Edmund Dell's visit to wool textile industry*

MR. EDMUND DELL, Minister of State, Board of Trade, is visiting the wool textile industry today and tomorrow (May 28 and 29).

Today the Minister will visit Greenside Woolcombing Ltd., John Haggas Ltd., Keighley and Crofton Yarns, Keighley. Mr. Dell will have lunch with members of the Wool Textile Delegation and in the evening attend a dinner at the Victoria Hotel, Bradford, given by the Wool Textile Delegation, Export Corporation and Trade Unions.

On May 29 the Minister will visit Scotts (Dudley Hill) Ltd., Bradford, in the morning and later visit the Wool Industries Research Association in Leeds. He will have lunch with the Wool Industries Research Association before returning to London.

## *Consideration of mergers by the Board of Trade*

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act;

(i) the amalgamation of Ransome & Marles Bearing Co. Ltd., Hoffman Manufacturing Co. Ltd. and Pollard Ball & Roller Bearing Co. Ltd. (or any combination of two of these companies);

(ii) the acquisition of a 15 per cent interest in Pollard Ball & Roller Bearing Co. Ltd. by Ekefko Ball Bearing Co. Ltd. or

(iii) Proposed rationalization of motor vehicle wheel production involving GKN Sankey Ltd. and the Dunlop Co. Ltd.

### EXPORT HANDBOOKS

*The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.*

# *Mr. Peter Shore speaks on future of national planning*

MR. PETER SHORE, Secretary of State for Economic Affairs, spoke to a conference on 'National Planning – the Task Ahead' – organized jointly by the Department of Economic Affairs and the British Institute of Management, on May 16, in London. Mr. Shore said: 'The question that must be posed is how far the Government's post-devaluation strategy has achieved success? It is clear that so far the response to devaluation has been disappointingly slow – last month's trade figures merely emphasised the point.

'Exports have been responsive to devaluation and here progress has been made. For the first few months of this year we have been held back by the effects of the United States dock strike and some of our major exporting industries have been checked by industrial disputes at a crucial moment for our success – the recent troubles in the motor industry have been singularly unhelpful.

'Imports have responded less well. Hence the measures taken last November and in the Budget to restrain consumer spending. It seems that these measures may have checked the rise in imports – certainly the volume of imports in 1968 remained more or less at the same level reached in the first quarter of that year. But the underlying growth of our propensity to import – despite devaluation – must give rise to concern.

'Having said this, it is important to keep the time-scale in proper focus. The basic trouble is that for a very long time this country has been putting the wrong emphasis on the allocation of output and resources. Not enough output has been going to exports, or into competition with imports in the home market. For decades not enough has been going into investment. Too much by contrast has been taken up by domestic consumption. It is unrealistic, therefore, to expect a continuing surge of exports when productive capacity is limited and it is essential to ensure that capacity in *key* industries does not become a lasting inhibiton – a continuing brake on our ability to supply markets. Investment decisions *this year*, therefore, are crucial. Here the signs are promising with the latest orders for the engineering and construction industries for industrial investment on a strongly rising trend.

**Opportunity for industry**

'But in the last analysis the Government can only set the stage – the actual shift of resources into the balance of payments and investment must depend on decisions taken in, and the work of, the private sector. The basic purpose of this conference here today is for us to discuss with management two questions – first, whether the Government's medium term economic assessment and strategy which we in DEA have set out in the planning document seems broadly right to industry: and second, how that assessment can best be related to the needs of the individual firm. On the first of these questions, I have said something about "The Task Ahead" already. On the second, its translation into industry terms, there are three or four main points on which I want to concentrate.

'The Government's emphasis on the balance of payments means selling – that is, selling more and more of the right kind of goods in competition with the other major industrial nations both at home and abroad.

'To achieve this we need firstly to increase our effective capacity to produce these goods. This means that British industry must install *new* capacity to meet growing world markets, particularly new technological markets. But new equipment must in the nature of things form only a small part of the total capital stock of industry. It is essential therefore for management and unions to become more sophisticated and professional in obtaining the best possible utilization of *existing* capital equipment.

'Secondly, and very important, British industry must become more market orientated and begin to win back markets we have lost over decades. As I am sure you will all appreciate, what I am referring to here is the whole strategy for the firm in determining the direction of its efforts. Here the national interest and that of the firm is at one in creating and capturing a bigger and more profitable market both at home and abroad. Here I want to stress the need to compete much more effectively than in the past in our home market. In 1968 imports of manufactured and semi-manufactured goods were worth as much as 60 per cent of our total exports. From 1956 up to 1968 imports in these categories – from nylons to knives, from lathes to lorries – rose in value by 317 per cent while our exports of the same categories of goods increased by only 107 per cent. Nor has this trend been halted. We must raise our general industrial competitiveness to the level of the best firms and exploit it not only in world markets but also at home.

'We can break this problem of import-saving down into two broad aspects. First, there are those imports which are made up of goods we produce ourselves or have competitive substitutes. Here the problem is to make more capacity available and win back the market by increased competitiveness. Second, there are imports which we seem capable of supplying, but for one reason or another do not. Certainly, in the field of machinery, and this must also apply to other goods, the problem is to supply the sophistication and design qualities which the customer is seeking. Progress here is far too slow and I must ask how industry sees itself tackling this problem in conjunction with the Government as necessary.

'So far as labour relations are concerned, the emphasis recently has been on the damage done by unnecessary strikes. This is right, because of the direct harm these can do and have done to our balance of payments. But at the same time we must not lose sight of the basic need in this field to get rid of restrictive practices by orderly agreements between managements and the trade unions. Such agreements should be directed at removing excessive overtime or overmanning and in particular to ensure that men and women are employed according to their ability to do a skilled job and not according to how old they were when they completed their training.

'Finally I must say a word about the structure of industry. About 500 to 1,000 firms carry the main burden in this business of import saving and exports, and a fair number of them are, of course, represented in this conference room. It is on your firms that the Government – and the country – must rely in overcoming our economic difficulties. We are, of course, discussing with industry in depth our view of the economy through the machinery of the EDCs. But the question also arises – and particularly in the present company with your level of responsibility – whether this consultative machinery needs to be reinforced at the level of the individual large firm.

'Clearly we need to get much closer to each other if the problems of both sides are to be fully understood and solved. This is not just a matter of information flows and gentlemanly consultation: there must be an over-riding will to succeed.'

# *Anglo-Soviet talks on science and technology—communique*

ON THE CONCLUSION of the talks between Mr. Anthony Wedgwood Benn, Minister of Technology, and Academician V. A. Kirillin, Deputy Chairman of the Council of Ministers of the USSR, and Chairman of the State Committee of the USSR Council of Ministers for Science and Technology, the following communique was issued on May 20.

The Rt. Hon. A. Wedgwood Benn, Minister of Technology in the United Kingdom, paid an official visit to the Soviet Union from May 13-20, 1969, at the invitation of Academician V. A. Kirillin, Deputy Chairman of the Council of Ministers of the USSR, and Chairman of the State Committee of the USSR Council of Ministers for Science and Technology, in accordance with the terms of the agreement for co-operation in the fields of Applied Science and Technology concluded between the Governments of the United Kingdom and the USSR. He was accompanied by Sir Solly Zuckerman, Chief Scientific Adviser to HM Government, and officials of the Ministry of Technology.

During his stay in the USSR, Mr. Wedgwood Benn was received by Mr. A. N. Kosygin, Chairman of the Council of Ministers of the USSR.

Mr. Wedgwood Benn had talks with Academician Kirillin about the progress made in implementing the Inter-Governmental Agreement. Sir D. Wilson, Ambassador of the United Kingdom to the Soviet Union, and Mr. J. M. Gvishiani, Deputy Chairman of the State Committee of the Council of Ministers of the USSR for Science and Technology, took part in the talks.

The parties noted that the Agreement was creating a favourable basis for the development of scientific, technical and economic relations between the two countries on a long-term basis. The parties expressed satisfaction that the work carried out since the signing of the Agreement had materially assisted in the extension of contacts between firms and organizations on both sides in the fields of science and industry. The Agreement had also

contributed to the further increase of trade between the two countries.

The parties reviewed the results of the activities of the joint working groups in the fields of transport technology, scientific instrumentation, electricity supply, metallurgy, patents, standardization, pollution, and railway operation for the period since the signature of the Agreement; and noted with satisfaction that the majority of these groups had carried out a considerable amount of work including exchange of specialist delegations, and scientific and technical information, and had also settled plans for their further activities for the period 1969-1970.

This preparatory work will make it possible in the near future to proceed to more far-reaching forms of scientific and technical co-operation, including joint development of instruments and equipment, and the exchange of licences, patents and know-how which will facilitate the further broadening of trade and economic relations between the Soviet Union and the United Kingdom.

The parties exchanged views about the state of co-operation in the fields of aviation and atomic energy, and agreed to review these further at the next review talks.

The parties agreed to analyse as soon as possible the results and prospects of the activities of the joint working groups and to select the most important subjects in their scientific, technical and economic co-operation, with the aim of intensifying work on these subjects. It was also agreed that in those cases where the activities of the working groups were not yielding practical results the parties would consider whether it was worth while continuing the activities of such groups.

In view of the success of the co-operation for the period under review, the parties concluded that it would be valuable to extend further the scientific, technical and economic contacts in a number of new areas; and, with this aim in view, to set up new joint working groups on machine tools, construction, medical equipment and instrumentation, educational technology, information storage and retrieval, microbiological methods of protein production and transport problems in the longer term. The parties will appoint the members of the new groups, and will recommend that they hold their first meetings as soon as possible to establish concrete projects.

The parties attach great importance to regular exchange of experience and information on the organization problems of science and technology, and the application of their results in industry; and accordingly agreed to give effect to this by exchange of lecturers, symposia and other means.

The parties noted with approval the results of the meetings between the leaders of Soviet industry and of the Confederation of British Industry (CBI) which took place in Moscow and London.

The talks took place in a business-like atmosphere and enabled the working out of practical measures, which could lead to further progress in the scientific, technical and economic co-operation between the two countries.

The United Kingdom Minister of Technology visited a number of plants and research institutes in Moscow and Leningrad.

The Minister of Technology extended an invitation to the Deputy Chairman of the Council of Ministers of the USSR, Chairman of the State Committee of the Council of Ministers of the USSR for Science and Technology, Academician V. A. Kirillin, to visit the United Kingdom in 1970 for the next review of the Agreement.

Signed in Moscow on May 19, 1969, in the Russian and English languages, both texts being authentic.

A. WEDGWOOD BENN,
Minister of Technology in the United Kingdom.

V. A. KIRILLIN,
Chairman of the State Committee of the USSR Council of Ministers for Science and Technology.

*Mr. M. Esterson, deputy manager, Microwave Division, English Electric Valve Company Ltd., and Mr. J. L. Scott, head of personnel and training, EEV; discussing with Professor V. P. Taranenko from the USSR, the special training methods used in the vacuum tube industry. Professor Taranenko, who recently visited the Chelmsford works of EEV, is head of the Department of Radio Electronics at Kiev Polytechnic Institute and is in the United Kingdom on a Fellowship awarded by UNESCO.*

## *Dr. Bray opens machine tool conference*

THE NEDC MACHINE TOOL Conference, in association with the Institution of Production Engineers and the Machine Tool Trades Association, was opened in London on May 20 by Dr. Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology.

He said that in the machine tool field, the users should now be the centre of attention. United Kingdom manufacturers of machine tools have made great progress. There was a continuing need for improvement in design, delivery, service and price competitiveness, but a momentum of change had been created among machine tool manufacturers which would lead to continuing improvements. The position was less satisfactory among machine tool users.

While some users had good production scheduling systems, investment appraisal methods, and planned replacement schemes for machine tools, they were still a minority.

Dr. Bray continued: 'While sophisticated production scheduling and control systems are available to suit many types of machining work, even simple pencil and paper schemes using little more than common sense can greatly improve productivity, machine loading, and output in many machine shops. The first step is to recognize the need for discipline and logical thinking in the workshop. Random decisions on the shop floor lead to low efficiency and chaos.

'The UKAEA Aldermaston Project for the Application of Computers to Engineering has evaluated the different work scheduling

(*Continued on next page*)

## COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

**Colour cover blocks:** *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered,*

**Black and white prints:** *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

MACHINE TOOL CONFERENCE, *continued*

systems available, and applied them to actual machine shops. Systems evaluated include WASP, PROMPT (the ICL system), CLASS (the IBM system) and CLAMP (a machine tool maintenance orientated programme). The Aldermaston team, PERA, consultancy firms, and computer service organizations are all ready to advise companies on work scheduling systems and to assist companies in implementing them. Good advice need not lead to expensive systems. There is no excuse for putting up with high costs, delays, and chaos in the machine shop, especially now that order books are building up.

'The Ministry of Technology is planning a fresh drive to improve investment appraisal practices in engineering. This will include:

1. The development of a simple procedure for appraising the case for a new machine.
2. The publication of a guide book to show management what can be done by the replacement of existing machine tools.
3. A publicity campaign in the mass media to change the climate of opinion on investment.

'All this is a follow up to the valuable work of the machine tool Little Neddy on investment appraisal. Ministry of Technology services which are ready to help include the Numerical Control Advisory and Demonstration Service and the Production Engineering Advisory Service. The Ministry's pre-production order scheme will soon be providing masses of data of the evaluation of particular machine tools in operating conditions.'

Dr. Bray said this conference would lead to other conferences thoughout the country organized by the Machine Tool NEDC, the Institution of Production Engineers, and the Machine Tool Trades Association, in a campaign to bring makers and users of machine tools together, to the greater effectiveness of engineers in Britain.

## *Composition of Metrication Board*

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, made the following statement in the House of Commons on May 21, in reply to a Parliamentary Question:

'In addition to the chairman, deputy chairman and director whose appointments I have already announced, I have now appointed as members of the Metrication Board: Mrs. Ailsa Stanley, Mr. Herbert J. Cruickshank, Mr. Alan G. Dawtry, Mr. Edward F. Knight, Professor M. L. McGlashan, Sir Thomas Padmore, Dr. F. Lincoln Ralphs, Mr. Mark Abrams.

'I propse to make a number of further appointments in due course. Mr. F. Howard W. Whitaker, CMG, OBE, has also been appointed secretary to the Board.

'I have given the Board the following terms of reference:

'The Board shall facilitate the transaction from the use of existing systems of weights and measures in the United Kingdom to the metric system on the assumption that the end of 1975 should be the the target operative date for all provisional programmes, with the qualification that if this date proves to be unreasonable for any particular sector, the programme for that sector may aim at an earlier or later date.

'In particular the Board are required:

(a) to examine in consultation with such organizations and persons as the Board consider appropriate the problems involved in the transition;

(b) to advise the responsible Minister on the implications of the change to the metric system in each sector of the economy and, so far as practicable, the costs and other considerations involved, including any legislative changes which may be judged necessary;

(c) to make generally available information and advice on the co-ordination of timetables and programmes for the change in the various sectors of the economy;

(d) to furnish to any inquirer information and advice about the metric system of measurements and to publish, whether by advertisement or otherwise, such information as the Board may think useful for familiarizing the public with the metric system;

(e) to ensure that the relevant educational interests are kept fully and continually informed of plans and progress for metrication;

(f) to make investigations and surveys for obtaining information relevant to the performance of any of the duties of the Board;

(g) to give such assistance to the Government as departments may request in connection the preparation or amendment of any legislation needed to permit the wide use of the metric system;

(h) to give such other assistance as the Government may require in the implementation of Government policy on the adoption of the metric system.

'The Board shall report annually to the Minister of Technology on the performance of their duties in a form suitable for publication.'

## *Application for the removal of the import duty on crude tall oil*

THE BOARD OF TRADE announce that the application which they have had under consideration for the removal of the import duty on crude tall oil classified ex Tariff heading 38.05 has been withdrawn.

## *Applications for temporary exemption from import duty*

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 11.

| Tariff heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 10.05 | Flat white maize | As in previous column | 31 December, 1969 | 10666 |
| 15.04 | Sperm oil, unrefined | As in previous column | 31 December, 1969 | 10491 |
| 29.22 | 1, 6-Diaminohexane adipate | As in previous column | 31 December, 1969 | 2262 |
| 39.01 | Nylon 66 in the forms covered by Note 3 (b) of of Chapter 39, which on ignition yields not less than 0·02% and not more than 2·0% by weight of ash consisting mainly of titanium dioxide and which, when dissolved in aqueous formic acid containing 90% by weight of formic acid to to give a solution containing 8·4% by weight of nylon 66 polymer, increases the dynamic viscosity of the solvent by a ratio not greater than 50·0, both viscosities being measured at 25° ± 0·05° centigrade in a U-tube capillary viscometer by the method described in British Standard 188 : 1957. | As in previous column | 31 December, 1969 | 6800 |

## Purchase tax on curtain tape

AFTER CONSULTATION with the Narrow Fabrics Federation, the Commissioners of Customs and Excise have confirmed that certain tapes incorporating pockets and drawstrings cannot be regarded as within any of the exemptions for fabric under Group 7 because they are made-up articles. Such tapes are chargeable with purchase tax as haberdashery at 13¾ per cent of the wholesale value under Group 2 of the Schedule of Chargeable Goods.

This position is not affected by the alterations in the tax in the current Finance Bill, but it has been represented to the Commissioners that there has recently been some misapprenhension in the trade over this tape. In view of this, it has been decided that tax on curtain tapes of the kind in question need not be accounted for in respect of chargeable sales or appropriations prior to May 27, 1969, if it has not been passed on to unregistered customers.

## Investment grants claims

CLAIMS FOR investment grant on eligible expenditure incurred during the fourth quarter of 1968 will be accepted by Investment Grant Offices on and after July 1, 1969. Payment of grant on claims relating to expenditure incurred during the third quarter of 1968 will begin on the same day.

The addresses of the offices are:

Colman House,
Victoria Avenue,
Southend-on-Sea,
Essex.
Tel. (0702) 41341 and 41362.
Telex 99288

St. Peter's House,
Stanley Precinct,
Bootle,
Lancs.
L20 3LZ
Tel. 051-922 4030. Telex 627162

Queensway House,
West Precinct,
Town Centre,
Billingham,
Teesside.
Tel. (0642) 53677. Telex 58608

24/26 Newport Road,
Cardiff,
CF2 1SY
Tel. (0222) 42611. Telex 49538

Magnet House,
Waterloo Street,
Glasgow, C.2.
Tel. 041-221 9833. Telex 77583

## Electronics EDC report on EFTA market

THE ECONOMIC DEVELOPMENT COMMITTEE for Electronics has published the first of a series of statistical booklets on overseas markets for the electronics industry. It deals with the EFTA market, which is stated to be probably among the most significant for British industry.

The booklet has been compiled by the National Economic Development Office in collaboration with the Department of Economic Affairs from material made available by the Board of Trade. The information covers the whole of the electronics industry and certain non-electronic parts of the telecommunications and instrument engineering industries which, in the absence of separate EDCs, have customarily been considered to fall within the scope of the Electronics EDC.

The statistics cover the years 1964 and 1967.

## Loughborough University to hold export course

LOUGHBOROUGH UNIVERSITY, in co-operation with the British National Export Council, is to held a course on 'International Marketing – problems and techniques' as part of its summer programme. The course, which will be held from July 20 to 26, will deal with the possibilities for the individual company of expanding overseas trade. Information sessions will deal with market research, finance, credit and representation overseas. The culmination will be a series of actual case studies and Sir Peter Runge, chairman of BNEC will give the closing talk. The course is intended for directors and executives concerned with export policy and management.

Application forms for the course, the fee for which is £47, are obtainable from Mr. R. L. Cannell, Director of University Summer Programme, University of Technology, Loughborough, Leicestershire.

## Conference on international licensing

A TWO-DAY conference on the management of international licensing is to be held at the Royal Lancaster Hotel, London, on June 5 and 6. The conference, convened jointly by the British Institute of Management and the Licensing Executives Society, United Kingdom Branch, will cover aspects of the negotiation of a licence agreement for the transfer, exchange or sale within the United Kingdom and overseas and the management policies relating to such activities. The fees are 17 guineas for members of the BIM and LES and 29 guineas for non-members. Applications and requests for further information should be made to the Conference Secretary, BIM, Management House, Parker Street, London, W.C.2.

## Directors of NCR meet in London for first session held abroad

THE BOARD OF DIRECTORS of the United States-based National Cash Register Company met in London on May 21 for the first time in the company's 85-year history that its directors have met outside the United States. Mr. Robert S. Oelman, the company's chairman and chief executive officer, pointed out that the British marketing organization is the company's largest as well as the first ever established by NCR outside the United States (1885). Also, NCR's factory at Dundee, Scotland, employs more people than any other NCR plant with the exception of NCR's Dayton, Ohio, manufacturing facilities.

'Thus, it was appropriate that our first board meeting outside the United States be held in the United Kingdom,' he said.

## New industry for Abercarn

MR. IAN GRAY, Board of Trade, Controller for Wales, announced, immediately after the opening on May 19 of the Prince of Wales Industrial Estate at Abercarn by Mr. Ifor Davies, Parliamentary Under Secretary of State for Wales, that the Board of Trade are to build a new factory of 90,000 sq. ft. at Abercarn for Thames Board Mills Ltd. of Purfleet, Essex.

Thames Board Mills Ltd., a subsidiary of Unilever Ltd., manufacture cardboard containers and packaging materials of all kinds. In the new factory, the company will undertake the manufacture of corrugated cardboard cases and expect to employ up to 300 people, a large proportion of whom will be men, over the next few years.

The factory will be built by the Welsh Industrial Estates Corporation, on behalf of the Board of Trade, on a site of approximately six acres which has been acquired from Abercarn Urban District Council. Construction of the new factory will commerce later in the year and should be ready for occupation towards the end of 1970.

## Extension to Cleator Fasteners factory in Cumberland

THE ENGLISH Industrial Estates Corporation have announced that they are to construct a 19,200 sq. ft. extension to the Board of Trade factory occupied by Cleator Fasteners Ltd., on the Cleator Moor Estate, Cumberland.

Cleator Fasteners Ltd., a subsidiary of Lightning Fasteners Ltd., of Birmingham, took occupation of a 10,000 sq. ft. advance factory at Cleator Moor in May 1968 for the production of zip fasteners. Since then employment has steadily been built up and when this latest extension is in full production the factory should be employing about 300 people.

---

**ECGD LOCAL ADDRESSES**

*The address of the Export Credits Guarantee Department is* 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 942 *of March* 28, 1969, *issue.*

## Footwear firm's big Ammanford expansion

JOHN WHITE FOOTWEAR has set up a special centre in its Ammanford plant to train local girls for the extra jobs which will be available when a factory extension opens there in July. The first trainees in this Welsh development area have already graduated from the eight-week course. Ultimately, the John White expansion in Ammanford will provide an extra 150 jobs.

New machines to fill the £80,000 factory extension – doubling the size of the plant – will be installed during June.

## BTA travel workshops for 1969

THE BRITISH Travel Association, Britain's official tourist organization, has announced its 1969 programme of travel workshops at which leading members of the United Kingdom tourist trade will sell Britain overseas to travel agents and tour operators of 11 countries in four continents.

British Travel workshops are a form of tourist sales drive providing a means for members of the United Kingdom trade to visit areas overseas where there is great potential for expansion of tourist traffic to Britain and to hold intensive on-the-spot sales discussions with overseas travel agents and tour operators.

The 1969 workshops will be held in Johannesburg, Chicago, Mexico City, Buenos Aires, Sao Paulo and Brussels.

## Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the date(s) specified:

| Number | Grantee | Subject-Matter |
|---|---|---|
| | April 25, 1969 | |
| 791,648 | Poclain | Improvements in mechanical shovels. |
| 795,579 | Poclain | Hydraulically-operated grab bucket. |
| 915,231 | Poclain | Improved hydraulic motor. |
| 958,361 | Firth Cleveland Limited | Drying apparatus. |
| 958,363 | Firth Cleveland Limited | Laundry-drying apparatus. |
| 989,580 | Poclain | Hydraulically actuated shovel excavators. |
| 1,015,753 | Amazonen-Werks H. Dreyer | Seed-drills. |
| 1,025,305 | Poclain | Improvements in mechanical excavators. |
| 1,095,899 | Regie Nationale des Usines Renault | Automatic lubricating apparatus for an injection piston of a cold-chamber pressure casting machine. |
| 1,104,966 | Regie Nationale des Usines Renault | Hydropneumatic methods of measuring volumes, and to hydropneumatic apparatus for measuring volumes. |
| 1,118,932 | Regie Nationale des Usines Renault | Anti-freezing solution for internal combustion engines. |
| | 28 April, 1969 | |
| 873,864 | The Daw Chemical Company | Process for the polymerization of olefin oxides. |
| 1,003,601 | Standard Telephones & Cables Ltd. | Phase and frequency comparator. |
| 1,036,075 | Etat Francais | Improvements in or relating to 4-amino-oxazolidin-2-ones. |
| 1,038,776 | Standard Telephones & Cables Ltd. | Measurement of magnetic fields. |
| 1,039,292 | Standard Telephones & Cables Ltd. | Capacitor. |
| | 1 May, 1969 | |
| 893,092 | Regie Nationale Des Usines Renault. | Rockers for the operation of valves in engines. |
| 971,168 | F. W. Berk and Cimpany Limited | Organic isocyanates. |
| 984,768 | John Herbert Balmforth | A synchronized mult-channel sound recording, editing and reproduction system for use in production of substandard gauge cine sound films. |
| 1,009,369 | Yuichi Yamamura and Torii Yakuhin Kabushiki Kaisha | Preparation of pollen allergens. |
| 1,014,895 | Siemens-Schuckertwerke Aktiegesellschraft. | Manufactore of insulating materials. |
| 1,019,595 | Pierre Ambill | Machines for automatically scraping pigs after they have been bled. |
| 1,033,785 | Standard Telephones & Cables Ltd. | Semi-conductor devices. |
| 1,077,764 | Colette Schuler Voith, Martina Voith Hans Wolfram, Schweppen Hauser and Carls Knapp | Actuating device for hand brakes. |
| 1,081,715 | Mark Visceglia Inc. | Adjustable boom angle warning device. |
| | 2 May, 1969 | |
| 825,680 | The Dow Chemical Comiany | Graft polymers and method of making the same. |
| 854,475 | The Dow Chemical Company | Resinous composition. |
| 856,594 | The Dow Chemical Company | High molecular weight vinylaromatic hydrocarbon maleic anhydride copolymers and process for their preparation. |
| 918,440 | The Dow Chemical Company | Flame-proof and/or fire retardant polymers. |
| 946,879 | The Dow Chemical Company | Polycarbonate resin and method of making. |
| 952,351 | The Dow Chemical Company | Emulsion and suspension polymerization process. |
| 952,352 | The Dow Chemical Company | Emulsifying agents based on silica. |
| 953,345 | Regie Nationale Des Usines Renault and Marcel Suisse | Ventilators. |
| 965,457 | The Dow Chemical Company | Chain terminated polycarbonates. |
| 971,171 | The Dow Chemical Company | Foamed polyurethane resins having low moisture vapour transmission. |
| 980,660 | Standard Telephones & Cables Ltd. | Improved extruding die. |
| 1,036,448 | The Dow Chemical Company | Method making articles of crystalline polystyrene containing a plasticizer. |
| | 5 May, 1969 | |
| 967,002 | Standard Telephones & Cables Ltd. | Semi-conductor devices. |

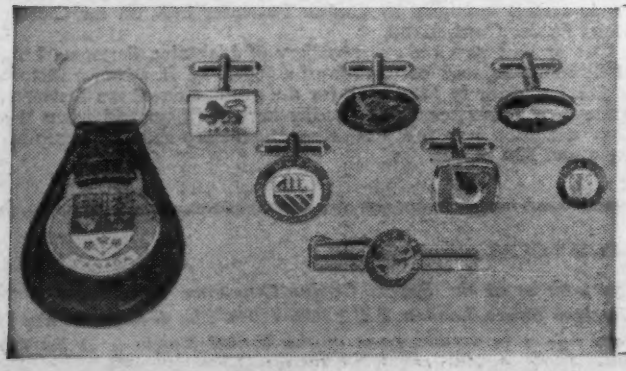
Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
*Comptroller.*

Patent Office.

### OPPORTUNITIES FOR EXPORTERS

*Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*



BADGES ENAMEL CUFF LINKS
PEWTER CRESTED TANKARDS
MEN'S WEAR ACCESSORIES
COMPANY TRADE MARKS
reproduced for advertising
KEY RINGS – ON LEATHER & P.V.C.
MANHATTAN-WINDSOR GROUP
Manhattan Products (Birmingham) Ltd
Windsor Cuff Links Ltd Badges (Birmingham) Ltd
STEWARD ST. BIRMINGHAM 18. ENGLAND.
Telephone: 021-454 6404 Telex: 338633

## *Visits by British overseas commercial representatives during the period to August*

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

| | | | |
|---|---|---|---|
| HONDURAS (Tegucigalpa) | H. A. ROGERS, MBE, First Secretary, Head of Chancery and Consul | August/September | In present post since 1967 |
| JAMAICA (Kingston) | L. REID, First Secretary (Commercial) | July/August | In present post since 1968 |
| LIBERIA (Monrovia) | J. B. WHITTINGTON, First Secretary (Commercial) | July/August | In present post since 1968 |
| MALAYSIA (Kuala Lumpur) | M. E. FROST, Commercial Officer | July/August | In present post since 1967 |
| PHILIPPINES (Manila) | N. J. PAGET, Junior Attaché (Commercial) | August/September | In present post since 1967 |
| SINGAPORE | G. RUTHERFORD, First Secretary (Commercial) | August | In present post since 1968 |
| TANZANIA (Dar-es-Salaam) | R. G. BEER, M.B.E., First Secretary (Commercial) | August | In present post since 1967 |
| TRINIDAD (Port of Spain) | C. A. THOMPSON, Counsellor (Commercial) | July | In present post since 1967 |

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 175 of the *Board of Trade Journal* of January 17, 1969.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

### NIGERIAN BUSINESSMEN VISIT BRITAIN

*Five Nigerian businessmen on an official visit to Britain, were entertained to luncheon on board the Elder Dempster Lines 'Aureol' recently. During the afternoon the visitors were shown the Seaforth Development Gladstone Container terminal and Robertson Buckley's transport depot and warehouse. In the photograph are: Sir Clifford Dove, director-general of Mersey Docks and Harbour Board; Mr. R. F. Bennett, of Robertson, Buckley and Co. Ltd., and Mr. G. J. Ellerton, director; Mr. P. F. Earlam, assistant director, and Mr. W. Rathbone, all of Elder Dempster Lines, with the five visitors: Mr. O. I. Akinkugbe, managing director, Palm Chemists Ltd., and chairman of the Ibadan Chamber of Commerce; Alhaji I. E. Yakubu, general manager designate of the New Nigeria Development Corporation, Kaduna; Mr. E. B. Akoni, deputy chief traffic and commercial manager of the Nigerian Port Assembly; Mr. Joseph Bazuaye, the largest transport operator in the Benin Distirct; Mr. O. A. Alakija, of Nigeria West Steel, Ibadan.*

# Aviation and Shipping

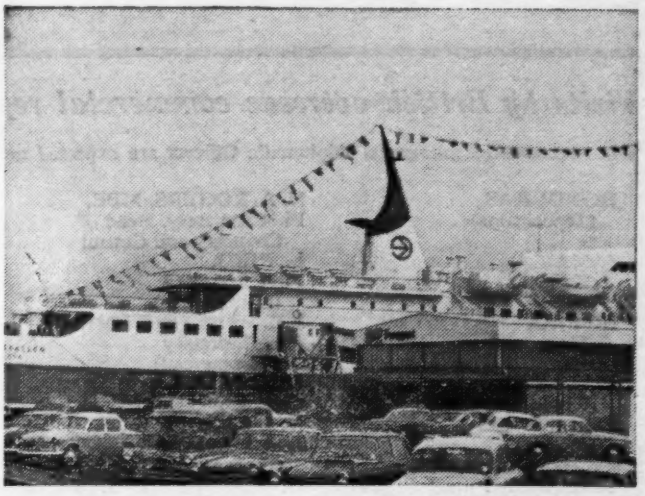
## Appointment of Joint Field Commander to National Air Traffic Control Services

THE PRESIDENT of the Board of Trade and the Secretary of State for Defence have jointly appointed Mr. W. C. Woodruff as Joint Field Commander, National Air Traffic Control Services with effect from May 12.

The vacancy of Joint Field Commander was caused by the promotion of Mr. Geoffrey Stallibrass from that post to Controller, National Air Traffic Control Services on March 27 last.

**Note:**

Mr. William Woodruff (47) served in the RAF as a navigator during the last war and joined the Ministry of Civil Aviation as an Air Traffic Control Officer in June 1946. He has served in a number of posts in the field (including Senior Air Traffic Control Officer at Heathrow Airport) and at Headquarters and has been Director, Civil Air Traffic Control Operations at the Joint Field Headquarters since June 1967.



*Swansea Ferryport, specially built for a service opening up the fastest freight and passenger route from the southern half of Britain to the Republic of Ireland, was officially opened on May 13. The ceremony was performed by Mrs. S. A. Finnis, wife of the chairman of the British Transport Docks Board, which built the terminal at a cost of over £600,000 to serve the B. & I. Line m.v. 'Innisfallen', the fastest ferry vessel in Europe.*

## Third London Airport: site information for Stage II local hearings—Thurleigh

DISTRIBUTION to booksellers and sale of printed copies of the Roskill Commission Site Information for the Thurleigh (Bedford) Local Hearing, which is due to be published today (May 28), is likely to be delayed by circumstances outside the Commission's control. In order that the time-table for the Thurleigh (Bedford) Local Hearing can be maintained the Commission will be placing with local authorities in the area copies of material sufficient to enable those concerned to appreciate the local implications of what is proposed and to decide whether or not they wish to apply for leave to appear at the hearing. This material will be available at the offices of County, Borough, Urban and Rural District Councils in the area from May 28, and until such time as printed copies of the Site Information booklet are on sale.

## Busy year for coastguards

A RECORD number of 2,878 people were rescued as a result of action by HM Coastguard in the 12 months ending March 31, 1969. This was 379 more than in the previous 12 months. Coastguards took part in 2,444 rescue operations during the year compared with 2,161 in 1967/68.

Nearly a quarter (588) of these rescues took place around the south-east coast and of this total 354 were accidents affecting yachts, motor-boats and small craft, reflecting the large increase in yachting and boating around this coast during the summer. Of the 2,444 incidents nearly half (1,030) involved these small craft.

Coastguards assisted in 24 rescue operations when aircraft were involved. There were 230 cliff rescues, 144 of which occurred around the steep southern and south-western coasts. One hundred and thirty bathers who were in trouble were rescued and coastguards also took part in 84 operations to save people cut off by the rising tide.

One unusual rescue was successfully accomplished after two girls had been to explore a cave at Morvah, near St. Just, Cornwall. As the tide came in they were cut off and had to scramble up on the rocks. Two men waded through the sea to help them but they also became trapped. Coastguard teams were called out but could not get near the stranded people. One team was stationed on one side of the spur of the cliff and fired a rocket line to the team on the other side. A breeches buoy was rigged and slowly manoeuvred towards the four people. One by one they were taken out over the sea and lowered into a waiting boat. A number of holidaymakers assisted the coastguards in hauling on the heavy gear.

One mystery in which coastguards were involved has never been solved. A yacht named 'Wandervogel II' was washed up on the beach at Eastney, Hampshire. Its radio was still switched on and a clock had stopped only two hours before it was found. The boat was fully stocked with food which seemed to indicate that the owner was starting a long voyage. A club card found in a drawer gave a London address and police checked that a man on a week's holiday could have been on board. He has never been traced.

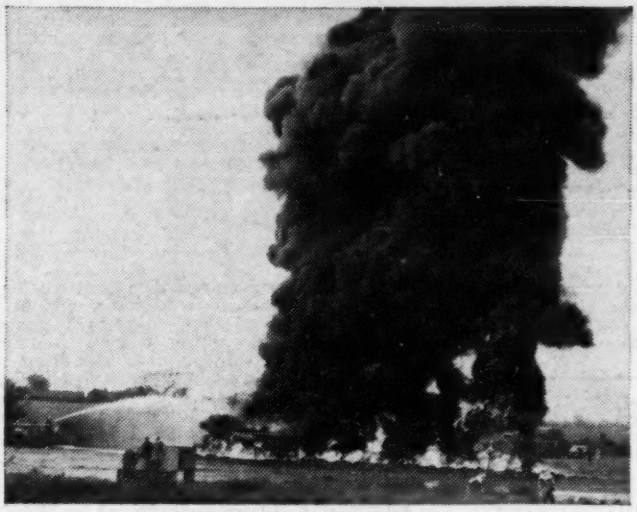
The Shield for the most meritorious wreck service of the year has been awarded to the Broughness and the Deerness Coastguard Companies for their rescue by breeches buoy of the crew of the vessel 'Irene' wrecked off the coast of South Ronaldsay, Orkneys on the night of March 17, 1969. The ship drove ashore south of Grim Ness. She rolled heavily but recovered with a heavy list to port and with heavy spray sweeping over her. The Rescue Company's first rocket fell on the ship's aerial. The second line landed in front of the bridge. The crew secured a rope to the rocket line, but this parted when hauled ashore. Three of the crew tried to board a life raft lowered alongside near a rope ladder. The Coastguards shouted to them to go back and two remained on board; the other was swept into the sea, but managed to grab the rocket line and haul himself through the dangerous surf to the shore. Shocked and nearly frozen, he was taken by the police to a farmhouse. Another rocket was fired, and the crew secured the line to a white breeches buoy. A man got into the buoy and was hauled ashore by the rocket line, others followed and the entire crew of 17 were saved.

## Revised Mercantile Marine Office fees

THE BOARD OF TRADE have made the Merchant Shipping (Fees) (Amendment) Regulations, 1969 (SI 1969 No. 692), which set out the increased fees payable for services provided by Mercantile Marine Offices in connection with the engagement and discharge of merchant seamen. The increased fees come into operation on May 29, 1969.

Copies of the Regulations may be obtained, price 9d., from HMSO, 49 High Holborn, London, W.C.1, or branches, or 1s. 1d. by post from HMSO, Box 569, London, S.E.1.

Details of the new fees may be obtained also from any Board of Trade or HM Customs Mercantile Marine Office.



*Just fifty-five seconds after being lit, a blaze – which was believed to be the largest ever deliberately lit for demonstration purposes – has been extinguished by firemen equipped with Pyrene Ltd., fire-fighting appliances using Light Water, a super foam concentrate. The occasion was a demonstration at the Board of Trade Fire Service Training School at Stansted Airport for European fire chiefs, to show them how quickly crash fires in aircraft – even as big as the new Jumbo-jets – could be 'knocked down' with this powerful fire-fighting combination.*

## *Reducing noise disturbance at Esher/Stoke d'Abernon*

MR. WILLIAM RODGERS, Minister of State, Board of Trade, has agreed new aircraft routeings designed to reduce noise disturbance arising from the siting of the 'Epsom' navigational beacon at Stoke d'Abernon.

The Minister intends to replace the beacon at Stoke d'Abernon with a more sophinsticated navigational beacon at Wisley Aerodrome. Because it will take some time before the new beacon can be put into operation he has decided, as an interim measure for this summer, that outbound aircraft on easterly departures to the South from Heathrow Airport will be routed over the Mole Valley directly onto the existing Midhurst beacon instead of via the Stoke d'Abernon beacon.

Noise disturbance in the Esher/Oxshott/Stoke d'Abernon/Cobham area results chiefly from the beacon's role in acting as a guide to outbound traffic on easterly departures from Heathrow Airport. At this stage aircraft are under climb power and are at lower heights than the inbound traffic. The routeing is used only by traffic in any quantity for about 25 per cent of the time, when wind conditions require that aircraft take off in an easterly direction. The beacon also acts as a holding point for inbound traffic from the south but this does not cause serious disturbance since these aircraft fly above 5,000 feet and under relatively low power.

Technical studies carried out by the Board of Trade have established that in the long term it will be possible to provide satisfactory navigational facilities by replacing the beacon at Stoke d'Abernon with one sited on Wisley Aerodrome. Noise disturbance in the Esher/Stoke d'Abernon area would then be reducing by routeing outbound traffic on easterly departures over the less populated Mole Valley. Wisley would be used as the holding point for inbound traffic from the south.

It will take time for the new VOR beacon to be brought into operation at Wisley, and there remain some technical problems to be overcome. In the meantime the Mole Valley route will be used from June 26, 1969. Air traffic will be guided by the more distant beacon at Midhurst instead of the 'Epsom' beacon. The 'Epsom' beacon will continue to be used as the holding point for inbound traffic until the Wisley beacon is fully operational.

The route guided by the Midhurst beacon is not quite identical to the longer term solution of a route guided by a beacon at Wisley. It encroaches rather more upon Cobham and rather less upon the fringes of St. George's Hill. Also, since the radio 'beam' widens with distance from source, there will be probably more spread either side of the notional line than would be the case with a beacon at Wisley. As pilots cannot fly to the line with a greater accuracy than half a mile, even when Wisley is in operation there is likely to be some spread over Hersham and the eastern fringes of St. George's Hill to the west, and Esher and Cobham to the east. Experience with the interim route guided from Midhurst will enable this to be judged more accurately and it will be taken into account when finalizing. details for the Wisley beacon.

Although the interim route for easterly departures will be in operation from June 26, there will continue to be occasions, during peak traffic periods, when successive aircraft will need to be 'fanned out' from the route to provide a safe margin of separation between aircraft which would otherwise follow hard on each others' heels.

**Notes:**

Consequent upon the extension of controlled airspace of the London Terminal Area in April, 1968 the key navigational beacon to the south of Heathrow Airport was moved from a site near Epsom to one four miles to the south-west near Stoke d'Abernon. The move resulted in rather fewer people being overflown and produced a bonus in that noise disturbance in the Epsom area was reduced considerably. However, certain residential areas became affected for the first time. Residents in the Esher/Oxshott/Stoke d'Abernon/Cobham area asked for the beacon to be returned to its former site. The Board of Trade explained that the new site was only a medium-term interim one, dictated by operational requirements, and that everything would be done to accelerate the search already in progress for a better site. Operational factors ruled out returning the beacon to Epsom and the Board of Trade took the view that in any case it would be unreasonable to shift the disturbance back to the large number of people who had been subject to it in the past. The Board of Trade undertook to investigate the possibility of introducing measures to reduce the disturbance in the meantime if the search proved unlikely to produce an early result.

The above decision is the result of this investigation.

**CATALOGUES OF GOVERNMENT PUBLICATIONS**

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

# Parliamentary Answers

**Below is a selection of Parliamentary Answers of interest to trade and industry**

FRIDAY, MAY 16

### Trade Descriptions Act

A member asked if Orders would be made under the Trade Descriptions Act, 1968, providing that any trade name for a solid fuel means a classification of fuel intended for specific purpose and that it becomes a trade description under the Act, and also for the definition of meaning of terms used in the sale of solid fuels such as nuts, doubles, cobbles and the quality group numbers of the National Coal Board, and also, providing for specific quality information concerning the fuels to be declared in advertisements of the fuels and on containers of the fuels. Mr. Edmund Dell, Minister of State, Board of Trade, said: 'We are advised that our powers under Section 7 of the Trade Descriptions Act cannot be used to attach particular meanings to words used as registered trade marks. As regards the other suggestions made by my hon. Friend, we are looking into these and will write to him when our enquiries have been completed.'

MONDAY, MAY 19

### Hosiery and Knitwear (Scientific Research Levy) Order

Mr. Dell was asked to estimate the number of firms leviable on the coming into effect of the Hosiery and Knitwear Industry (Scientific Research Levy) Order 1969 now before Parliament in draft; and what was his estimate of the total number of employees of those firms, and their aggregate payroll. Mr. Dell replied that the total number of firms within the industry as defined in the schedule to the draft of the Order was estimated to be around 1200. The number of firms leviable would depend on the size of their turnover (less certain deductions as defined in paragraph 6 of the Order) during each levy period of 6 months. Those whose net turnover did not exceed £5,000 would not be liable to levy for that period. No estimate had been made of the total number of employees of these firms or of their aggregate payroll since such estimates were not relevant to the operation of the Order as drafted.

Answering a further question on the annual yield to the Hosiery and Knitwear Industry (Levy) Deposit Account on the coming into effect of the Hosiery and Knitwear Industry (Scientific Research Levy) Order, Mr. Dell said: 'Based on the estimated turnover of the industry in 1967 and on the assumption that sales will continue to increase, the annual yield to the Hosiery and Knitwear Industry (Levy) Deposit Account should reach at least £100,000. A more precise estimate will not be possible until after the expiry of the first levy period.'

### Industrial Organization and Development Act

In reply to a request Mr. Dell listed the orders made under section 9(9) of the Industrial Organization and Development Act 1947 with the dates each came into operation.

### Imports of marble

A Member asked what was the value of marble imported into the United Kingdom in each of the last five years. Mr. Dell gave the following information:

| | Marble and similar calcareous stone and alabaster | | Marble chippings |
|---|---|---|---|
| | Unworked £'000 (c.i.f.) | Worked £'000 (c.i.f.) | £'000 (c.i.f.) |
| 1964 | 1,133 | 312 | 352 |
| 1965 | 1,164 | 260 | 358 |
| 1966 | 929 | 285 | 301 |
| 1967 | 927 | 391 | 319 |
| 1968 | 930 | 468 | 413 |

### Industrial development

Mr. Anthony Crosland, President of the Board of Trade was asked to state the number of persons employed by his department in the Bradford Employment Exchange area, giving figures for men, women, young persons and skilled manual workers, with separate details for Shipley. He said the number employed by the Board of Trade in the Bradford Employment Exchange area was nine men and six women. There were no young persons or manual workers amongst this number and none worked at Shipley.

TUESDAY, MAY 20

### Import quotas

The President was asked to what extent the policy of HM Government not to introduce import quotas and restrictions as a means of solving the United Kingdom's balance of payment problems had been affected by their decision to apply to join the Common Market which prevented such restrictions on trade. The President replied: 'Not at all.'

Answering a further question, whether, in view of the latest trade deficit, he would now introduce a system of import quotas, Mr. Crosland said: 'No.'

### Monopolies Commission report on beer

The President, asked to announce the action to be taken on the Monopolies Commission's Report on the supply of beer, said:

'I have already announced that the Monopolies Commission have concluded that the monopoly conditions which prevail in the supply of beer for retail sale on licensed premises operate, and may be expected to operate, against the public interest; and that by way of remedy they have recommended that the licensing system in England and Wales should be substantially relaxed.

'The conclusion and recommendation of the Commission's report require the Government to consider both the economic and the social aspects of the arrangements under which the retail sale of beer and other alcoholic drink is at present conducted. In my view, the Commission have made out a strong case on economic grounds for relaxing the existing limitation of competition which results from the tied-house system. But the Commission in seeking a remedy for the economic defects of the system has recommended a change in the licensing law of a far reaching character which calls for a thorough examination of the important social implications. I am in consultation with my right hon. Friends and a further statement will be made in due course on this aspect of the matter.

'We shall, of course, wish to discuss this general question with the brewers, and we may wish to consider with them whether there is any other action which might be taken to mitigate the undesirable features of the tied-house system.'

### Inertia selling

Fifteen complaints regarding inertia selling had been received so far this year said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade in answer to a question. She went on: 'So far the nature and the volume of these complaints does not suggest that further legislation could provide a suitable remedy, but we shall continue to watch the position carefully.'

WEDNESDAY, MAY 21

### British Steel Corporation (prices)

Mr. Roy Mason, Minister of Power, was asked to authorize the full prices increases applied for by the British Steel Corporation, in view of increased cost of production and the need for increased capital investment over the next six years. Mr. Mason said:

'The Government have considered the report of the National Board for Prices and Incomes on Steel Prices (Report No. 111) which is being published this afternoon. The Board's main recommendation is that the BSC should make price increases to bring in additional revenue of £40 million to £55 million which the Board estimated as the effect of the Corporation's proposals.

'The Government accept this recommendation and are still considering the other recommendations in the report.'

### Monopolies Commission report on supply of rods for cigarette filter tips

Asked whether he had received the report of the Monopolies Commission on the supply and export of rods for cigarette filter tips; and when it would be available to Parliament, the President said he had received the report, and hoped to be able to publish it during July.

### Hire purchase for motorcars

Mr. Dell was asked to relax the present hire purchase regulations relating to motorcars in view of the 25 per cent drop in production of motorcars between March 1968 and March 1969. He answered 'No, Sir. The drop in production to which my hon. Friend refers was attributable to strikes in March, 1969. Average weekly production in January and February 1969 was higher than in the corresponding months of 1968.'

### Dried milk imports

A Member asked what recent representations had been received about the dumping of dried milk in the United Kingdom; and what reply had been sent. Mr. Dell referred to his reply on February 5. The Board of Trade had not received in recent years any anti-dumping application in respect of dried milk, he said.

### Cheddar cheese imports

Answering a question on action to be taken to check the large scale dumping of cheddar cheese, Mr. Dell said the President was awaiting the outcome of the discussions which the Minister of Agriculture, Fisheries and Food was having with the countries concerned about voluntary restraint of their exports of cheese to the United Kingdom. The President was

continuing these discussions and would make a statement about their outcome as soon as he could.

### Import duty on playing cards

The President was asked to take steps to increase the import duty on a pack of cards, which at present stood at ½d. per pack, in view of the fact that British exporters had to pay duties up to 100 per cent. on this item in certain cases. Mr. Dell replied 'No. As a result of the Kennedy Round, under which other countries reduced their duties on many of our exports, the duty is bound against any increase, and will be reduced. Apart from certain less-developed countries, other countries in general have duties of much less than 100 per cent. on packs of cards.'

### Yugoslavian beef

Mr. Dell gave the following information to a Member who asked what was the total amount and value of beef imported from Yugoslavia in each of the last five years; and what were the respective amounts of boned, semi-boned and carcase meat.

| | Boned and boneless beef | | Carcase beef | |
|---|---|---|---|---|
| | Tons | £'000 c.i.f. | Tons | £'000 c.i.f. |
| 1964 | 218 | 48 | 13,258 | 3,092 |
| 1965 | 9 | 2 | 5,669 | 1,450 |
| 1966 | 1 | — | 3,736 | 1,064 |
| 1967 | Nil | Nil | 516 | 126 |
| 1968 | 64 | 19 | 27,275 | 7,092 |

Note: – = less than £500

### Imports of bones and hides

Asked what was the amount and value of bones and hides for industrial purposes imported from countries where foot and mouth disease was endemic in each of the last five years. Mr. Dell said imports of bones and hides from countries from which imports of meat were temporarily suspended on December 4, 1967 were:

| | Bones (†) | | Hides (‡) | |
|---|---|---|---|---|
| | Tons | £'000 c.i.f. | Tons | £'000 c.i.f. |
| 1964 | 60,942 | 2,031 | 21,515 | 4,384 |
| 1965 | 71,958 | 2,738 | 22,342 | 4,398 |
| 1966 | 59,862 | 2,889 | 21,654 | 5,078 |
| 1967 | 64,492 | 2,885 | 16,884 | 3,666 |
| 1968 | 74,910 | 3,501 | 16,999 | 4,006 |

† Including bone meal and powder.
‡ Bovine and equine hides; excludes calf and other skins.

### Milan Trade Fair

Asked why HM Government had no officially sponsored stand at the Milan Trade Fair; and what steps were taken to ensure that the posters exhibited by the Central Office of Information portrayed an accurate picture of modern Britain, Mrs. Dunwoody said the International Samples Fair at Milan was a general fair at which some 250 British firms were represented. The Board of Trade supported an official Information Stand and a joint venture of the jewellery trade organized by the London Chamber of Commerce. The theme of the Information Stand showed in Milan, which had an air pollution problem, was how modern Britain was successfully tackling this problem.

THURSDAY, MAY 22

### Hearing Aid Council

The President was asked who he intended to appoint as members of the Hearing Aid Council. He said: 'I intend to appoint Mr. Harold Campbell as chairman, and Professor M. W. Beresford, Mr. S. J. Driver, Mr. A. Georgevic, Mr. S. C. Ingram, Mr. Harold Ludman, Mr. B. de C. S. Montague, Mr. L. A. Pavitt, MP, Mr. C. G. Rice, Mr. L. C. Smith, Mr. Roger Sydenham, Mr. R. W. T. Wescombe.

### Joint Liaison Committee on Documents

A Member who inquired what progress had been made by the Joint Liaison Committee on Documents in their efforts to standardize the documents used internationally in the export trade was told by Mrs. Dunwoody that industry had been unexpectedly reluctant to adopt the aligned series of export documents sponsored by the Joint Liaison Committee on Documents. She went on: 'I hope that the Simplification of International Trade Procedures Committee under Lord Thorneycroft which has taken over this work will stimulate new interest in this important subject.'

# *Parliamentary answers on aviation and shipping*

MONDAY, MAY 19

### Oil slick off Cumberland

A request for information upon the causes of the presence of the oil slick off the coast of Cumberland and what action was being taken against those concerned; was answered by Mr. William Rodgers, Minister of State, Board of Trade, who said it was probable that the slick was part of a quantity of fuel oil which escaped when the British tanker 'Hamilton Trader' was in collision with a German cargo vessel off Liverpool on April 30. 'We are holding a preliminary inquiry into the circumstances of the collision and must await the result before deciding whether action against any person is justified,' said Mr. Rodgers. The local authorities concerned can claim grant from the Ministry of Housing and Local Government at the rate of 50 per cent of expenditure necessarily incurred by them in dealing with any oil pollution which this slick may have caused.'

### The Edwards Report

A Member asked whether, in view of the difficulty which interested parties were experiencing in obtaining copies of the Edwards Report, the period for representations on the findings and recommendations, would be extended, Mr. Rodgers said: 'There is no fixed time by which comments must be received, though obviously the sooner the better if there is to be a White Paper this summer. We are doing our best to make copies available to all who particularly need them.' Asked to make a statement of his policy on the Edwards Committee Report on air transport licensing Mr. Rodgers said: 'We hope that a White Paper will be published before the summer recess.'

WEDNESDAY, MAY 21

### Luton Airport

A Member suggested that restrictions should be imposed in connection with the new special regulations area granted to Luton Airport in order to minimize the stacking of aircraft over the north and west of Luton and over Dunstable and to limit the expansion of the use of the airport. Mr. Rodgers said that proposals for a special form of controlled airspace in the vicinity of Luton Airport had been circulated to members of the Civil Aviation Control Advisory Committee, on which the major air users were represented, and were under consideration.

The present proposals did not involve the stacking of aircraft over the North and West of Luton and over Dunstable, but in any event the number of aircraft which might have to be held waiting to land at any time would be small in number even at busiest periods. There was no reason to believe that the air traffic situation at Luton could not be dealt with by suitable methods of air traffic control.

### IATA fare proposals

A Member asked if the latest fare proposals put forward by the International Air Transport Association and submitted to the President of the Board of Trade would be published; to what extent he proposed to approve those proposals on behalf of Her Majesty's Government; and how the proposed contract bulk inclusive tour fares compared with current inclusive tour fares under the limitation of Provision 1. Mr. Rodgers said after taking the views of other governments, the Board of Trade had approved some fares on which formal IATA agreement had been reached and, pending further clarification, had, in all other cases, given provisional approval to the fares being charged, all of which had been published by the airlines. Where they applied contract bulk inclusive tour fares were lower than current fares; the contract bulk inclusive tour minimum prices would be the control prices under Provision I.

THURSDAY, MAY 22

### Holland-Martin report

The President was asked to make a statement upon the report of the Holland-Martin Committee upon safety of the trawling industry. He said: 'I have received the report on trawler safety from Sir Deric Holland-Martin and his committee and I am most grateful for the exceptionally valuable work which they have done. The report is being printed and should be published about the beginning of July. I hope to make a preliminary statement then.'

### Weather advisory ships

An inquiry on plans regarding the future of the mother ships service to the deep-sea trawling fleet in view of the successful voyage of the 'Orsino' was answered by the President who said: 'I am at present examining the future of the weather advisory service for trawlers in the light of the operation of the 'Orsino' last winter. I have also recently received the Report of the Holland-Martin Committee on Trawler Safety and I am now considering this in consultation with my colleagues. I hope to make a statement when the Report is published.'

# New Books

**Marketing & Management: A World Register of Organizations,** edited by I. G. Anderson. (240 pages. CBD Research Ltd., 154 High Street, Beckenham, Kent, BR3 1EA. £3; by post £3 5s.) Businessmen interested in the problems of international marketing and exporting can obtain information and help from many organizations throughout the world and there are several directories which provide the names of commercial marketing research agencies abroad. These are *Bradford's Directory of Marketing Research Agencies and Management Consultants in the United States and the World.* 12th ed. 1968-1969; the *International Directory of Marketing Research Houses and Services.* 7th ed. 1968 and the Market Research Society's *International Directory of Market Research Organizations* January 1969. The purpose of the work noted here however is to identify and describe associations, institutes, paragovernmental agencies (government departments and commercial firms are not included) in the field of marketing and management in all parts of the world, and to provide those concerned with the international marketing of goods and services with a guide to organizations in each country capable of assisting them in their inquiries or in establishing contact with qualified consultants and practitioners. The areas covered are industry, management, marketing and sales management, market research, advertising, public relations, purchasing, consumer protection, industrial design and packaging and productivity, as well as general industrial federations, major chambers of commerce and associations of importers and exporters. There is also a section devoted to international bodies. The basic list of organizations was compiled by the Institute of Marketing with the co-operation of the British Commercial representatives in many countries, and the information about each organization includes: the name and, where necessary, translation of the name, postal address and telephone, date of establishment, particulars of constitution and membership, statement of objectives and activities and publications. The text is in English, with headings and explanations also in French and German, and the entries are arranged country-by-country, with indexes of names, abbreviations and publications. This relatively inexpensive directory contains much useful information not readily available elsewhere and should prove a valuable reference source for businessmen and librarians.

**Commercial Conference Management,** by Roy Whipps. (200 pages. Business Books. £3 7s. 6d.) The commercial conference is rapidly gaining importance in industry today. This book presents a complete analysis of the commercial conference, from the moment the delegate receives his invitation until he returns home. Although the author is primarily concerned with large-scale 'staged' conferences, he nevertheless critically analyzes press conferences, overseas conferences and conventions. *Commercial Conference Management* has been written for the executive-sales manager, PRO, advertising manager, or any of their assistants responsible for the organization of a commercial conference. The author has spent many years in the field of conference organization and draws upon this experience in specifying the reasons for failure and success in the organization of a commercial conference.

**Missions to Vienna and Amsterdam, Zurich and Milan.** (12 pages. Leicester and County Chamber of Commerce, 4 Horsefair Street, Leceister LE1 6EA. 5s.) This is the latest in a series of mission reports published by the Leicester and County Chamber of Commerce since 1953. It summarizes briefly the progress made during these two recent missions which took place in October 1968 and February 1969 and gives a brief summary of the Swiss law of agency contract.

**Management Remuneration Policy,** by G. McBeath. (189 pages. Business Books. £3). Modern salary administration is based on effective job grading, salary structures, performance appraisal and industrial career and salary planning. In this book the author looks at the psychological and economic aspects which influence management remuneration policy in order to find out the reasons why certain practices are more effective than others.

**Contracting for Engineering and Construction Projects,** by P. D. V. Marsh. (227 pages. Gower Press and the Institute of Purchasing and Supply. £3 15s.) The business of contracting is the planned utilization of resources, engineering skill, labour, materials, time and money in such a way that both parties to the contract receive the maximum benefit from the resources which have been expended. This book is concerned with the commercial aspects of that business – the methods by which the employer plans his project and the contractor his tender, the tendering process itself, the placing of the contract, and finally its administration. The book draws on the author's extensive experience of contract management with such organizations as the National Coal Board, GEC-AEI and Standard Telephones and Cables.

**Commerce Made Simple,** by Geoffrey Whitehead. (334 pages. W. H. Allen. 15s.) This book which forms part of the *Made Simple Book Series,* covers all the basic commercial activities in modern free-enterprise societies. It explains the activities performed by wholesalers, retailers, importers and exporters in the distribution and exchange of goods. The activities of bankers, insurance companies and transport organizations are described, and the important aspects of communications are discussed. Although principally designed for home-study, the book is of equal value to schools and colleges. It meets the requirements for the Ordinary Level Examinations of the University Examination Boards, the Certificate of Secondary Education, the Certificate of Office Studies, the Ordinary National Certificate and the diploma examinations of the Department of Education and Science.

The Federal Trust for Education and Science organized a two-day conference on the EEC, which was held on November 6 and 7, 1968. **Ten Years of EEC: Lessons and Prospects for Industry.** (42 pages. Federal Trust for Education and Science, 12A Maddox Street, London W1. £1 10s.) is the report of this conference and contains papers presented at the conference and a summary of the proceedings. The papers dealt with the following subjects: Germany and European unity, the Common Market – the first decade and after, the EEC and the United States, French industry and the Common Market, the German economy and the Common Market, Italian industry and the Common Market, and British industry and the Common Market.

**Progress of the Ports.** (26 pages. Available free from the Public Relations Office, British Transport Docks Board, Melbury House, Melbury Terrace, London NW1). A total expenditure of £62.5 million is planned by the British Transport Docks Board over the next five years on new developments and reconstructions at the 19 ports which it operates. This is in addition to the £55 million which the Docks Board has already invested in port modernization during its first six years of existence. Details of the capital investment programme planned by the Docks Board for 1969-1973 are set out in this publication.

Two publications by the National Ports Council have recently appeared. **Port Progress Report.** (141 pages. The National Ports Council, 17 North Audley Street, London W1 WIY IWE. £2 5s.) consists in part of a review of development which has taken place at Britain's ports in the last five years; in part of an enunciation of the principles on which the Council thinks port planning should be based; and in part of a compendium of information and guiding principles aimed at assisting port authorities in their own planning. This publication also includes a review of progress with the Council's MIDAS concept, which they believe can make a vital contribution to this country's future economic and social well-being. **Annual Report and Accounts 1968.** National Ports Council. (32 pages. Available from HMSO at 4s. 6d.; by post 5s. 3d.), is the second publication by the National Ports Council.

**Other Publications**

THE APPLICATION OF SYSTEMS ANALYSIS TO GOVERNMENT OPERATIONS, by Guy Black. 186 pages. Published by Praeger. Distributed by Pall Mall Press. £6 5s.

THE CITY CODE ON TAKE-OVERS AND MERGERS. Revised edition. 16 pages. Available from Issuing Houses Association, 20 Fenchurch Street, London EC3.

ENGLISH FOR BUSINESS STUDIES: A PRACTICAL COURSE FOR USE IN SECONDARY SCHOOLS AND COLLEGES, by L. Gartside. 212 pages. MacDonald and Evans. 15s.

GRAIN CROPS: A REVIEW OF PRODUCTION, TRADE, CONSUMPTION AND PRICES RELATING TO WHEAT, WHEAT FLOUR, MAIZE, BARLEY, OATS, RYE AND RICE. Commonwealth Secretariat. 232 pages. Available from Commonwealth Secretariat, Marlborough House, London SW1 at £2; by post £2 2s.

IS BRITAIN REALLY STRIKE-PRONE? A REVIEW OF THE INCIDENCE, CHARACTER AND COSTS OF INDUSTRIAL CONFLICT, by H. A. Turner. *University of Cambridge Department of Applied Economics Occasional Papers* 20. 48 pages. Cambridge University Press. 8s.

THE LAW OF HIRE-PURCHASE, by A. G. Guest. 1st Supplement. 24 pages. Sweet & Maxwell. 15s.

THE MANAGEMENT OF SMALL-OFFSET PRINT DEPARTMENTS: A GUIDE TO SETTING UP AND RUNNING INTERNAL AND TRADE OFFSET PRINTING, by Harry T. Chambers. 191 pages. Business Books. £2 15s.

MANAGEMENT TRAINING FOR ENGINEERS, by Barry T. Turner. 401 pages. Business Books. £6 17s. 6d.

PALMER'S COMPANY LAW, by Clive M. Schmitthoff and James H. Thompson. 1st Supplement to the 21st edition. 53 pages. Stevens & Sons Ltd. 20s.

PRODUCTIVITY AND TECHNICAL CHANGE, by W. E. G. Salter. 2nd edition. 220 pages. Cambridge University Press. 15s.

PROJECT NETWORK ANALYSIS AND CRITICAL PATH, by Alfred G. Simms and John R. Britten. 97 pages. Machinery Publishing Company. 15s.

## REPORTS ON SCIENCE ABROAD

**The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, WC2 (Tel. 01-405 3422).**

**Electric Power Systems of the Future: New Sources, Uses and Techniques,** by H. K. Bourne. 5 pages. *UKSM Report No.* 69/32. This report describes developments which can be expected in electric power systems in the United States up to AD 2000. Mine mouth generating stations and other fossil fuel power stations, and long transmission lines will be replaced by a network mainly of nuclear power stations with a radial distribution system serving load centres near the generating stations.

**New Lines for Electric Power Transmission,** by H. K. Bourne. 5 pages. *UKSM Report No.* 69/33. This report describes developments to be expected in electric power transmission in the United States up to AD 2000. Long distance overhead transmission will be replaced by underground cables mainly serving as short distance interties between power systems. The use of cryogenic, gas pressurized cables and waveguide transmission will increase.

**Automation for Health,** by H. K. Bourne. 6 pages. *UKSM Report No.* 69/34. With the growing cost of medical care and shortage of skilled personnel, computers are being used increasingly in a wide variety of medical applications. This report gives examples of these applications.

**Current Resesarch Activities of the Textile Research Institute,** by M. D. Ashton. 2 pages. *UKSM Report No.* 69/35. Research projects at TRI that were seen during a recent visit include investigations of methods of chemically modifying cotton, studies of factors influencing the flammability of fabrics, and studies of the physics of fibres.

**A Science Policy for Canada,** by D. F. Downing. 5 pages. *Canada* 5. This topic was chosen by the Canadian Institute of Public Affairs for its Winter Conference in Toronto, February 28-March 2. This organization aims to encourage discussion between scientists and non-scientists on matters of importance to Canada.

**Planetary Astronomy,** by H. K. Bourne. 3 pages. *UKSM Report No.* 69/23. This report describes advances in planetary astronomy due to improvement in radar astronomy and in close-up lunar photography from orbiting satellites.

**New Areas of Interest in Pollution Control in the Textile Industry,** by M. D. Ashton. 3 pages. *UKSM Report No.* 69/22. This report summarizes papers dealing with solvent processing in the textile industry and also the biodegradability of the newer detergents. These were presented at a recent AATC Symposium on Water Pollution Control in the textile industry.

## A LIBRARY FOR EXPORTERS

*Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade* **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. The new library brochure is available on request.*

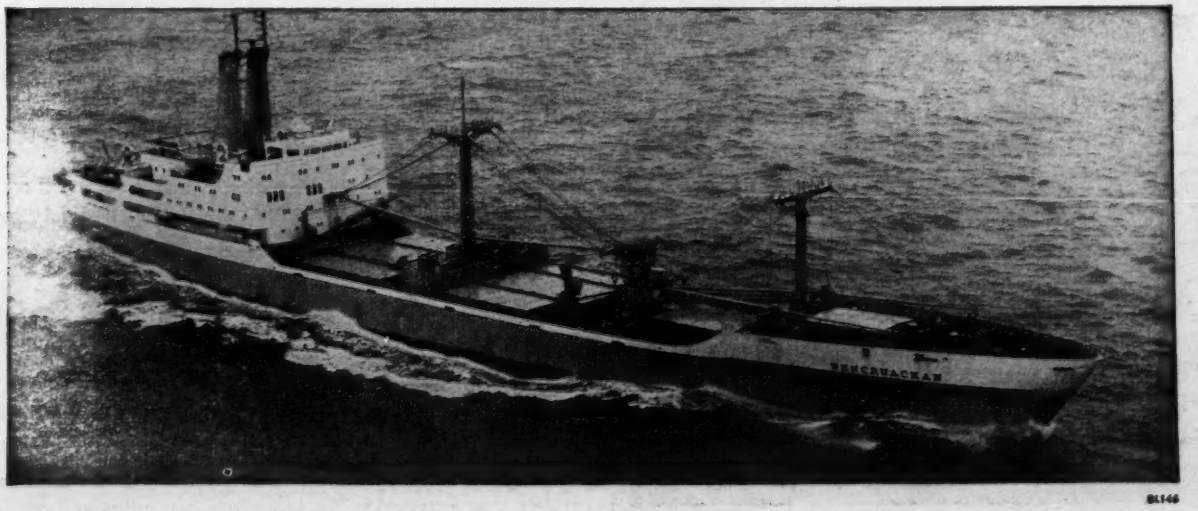
*The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).*


**Better ship BEN LINE faster to and from the Far East**

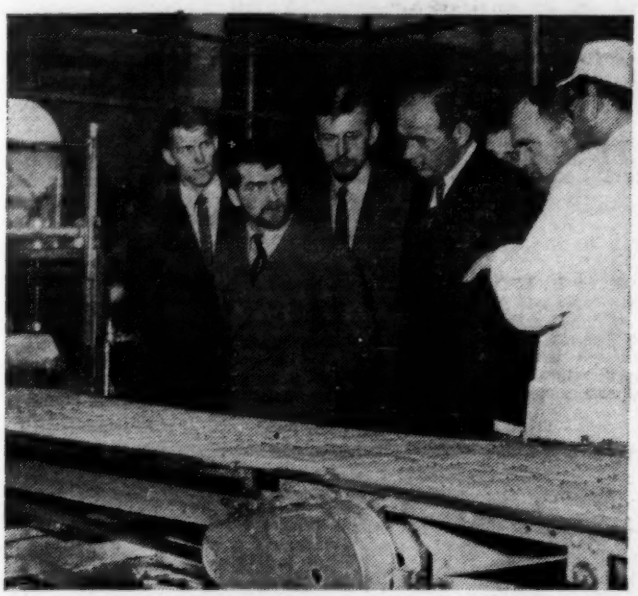
*London Agents, Loading Brokers and Passenger Agents*

**Killick Martin & Co Ltd** 20 Mark Lane, London EC3 Telephone: 01-623 3100

**Managers: WM. THOMSON & COMPANY, EDINBURGH**



BL146



*A party of 32 visitors representing the Turitz organization – one of the largest Swedish supermarket groups – spent a day at Cadbury's factory at Moreton, Cheshire, recently. A group of these representatives is seen here studying the production line for Cadbury's finger biscuits, a major export line from the Moreton factory.*


## POOLE–CHANNEL ISLANDS

What is the *FASTEST, CHEAPEST*, most *RELIABLE* weekly sea freight service to and from the Channel Islands and Poole?

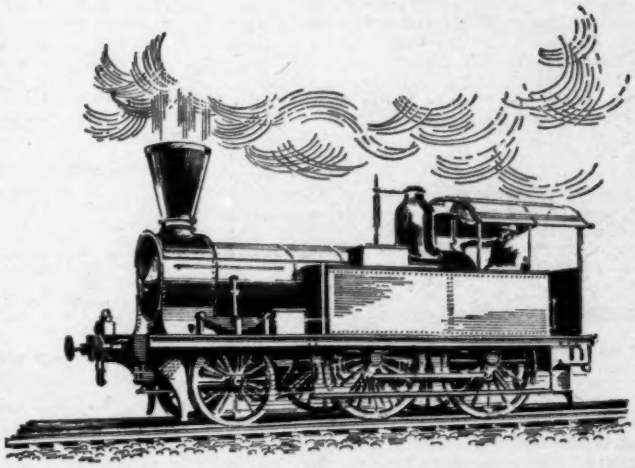
***FIND OUT!***

From Shipping Agents

*CHARTEX LIMITED*
*St Clements Road*
*Newtown Parkstone*
*Tel: Parkstone 1200*

*JOHN CARTER*
*The Quay*
*Poole Dorset*
*Tel: Poole 4102*

## The **Pilgrim** became New Zealand's first railway locomotive in 1863



## Are you up to date on New Zealand?

In that year, the *Pilgrim*, a typical English-built tank locomotive of the period, made the first run from Christchurch to Ferrymead. Today, our country continues to need overseas manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on — to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

**The National Bank**

**OF NEW ZEALAND LIMITED**

**Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)**

# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1969 | Store | Location | Auctioneers |
|---|---|---|---|
| June 3 | Miscellaneous equipment and stores | Youth Club Building (adjacent to indoor Bowling Green), Riverside, Chatham | Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101). |

Machine tools including, lathes; drilling, grinding and welding machines; tool and bench grinders; arc welding machines, etc.; generators; motorized fan units; insulated electric cable and wire; steel scaffold tubing; electronic and electrical equipment; cameras; musical instruments (see special notice below); WRENS clothing (unused) including, dresses, overalls, raincoats, stockings, knickers; vests and jerseys; white and coloured blankets; carpets; mixed rags; sisal and manila rope; large quantities of blue gaberdine raincoats; black woollen stockings; terylene/worsted skirts; cotton vests; woollen jerseys; knee length rubber boots; various kinds of furniture and kitchenware.

| | | | |
|---|---|---|---|
| June 10 and 11 | Technical and miscellaneous stores | Ordnance Storage & Disposal Depot, Branston, Nr. Burton-on-Trent | Arnold & Son (Dept. L), 'Modwena' House, 13 Market Place, Burton-on-Trent. (Tel. 4657). |

Electronic components: electronic valves; signals equipment and spares; photography equipment; Morgan furnace; mobile greasing unit; wireless and radar equipment; roller and ball bearings; lathe tools; M.T. spares; transformer and electric welding spares; oscillators; oscilloscopes; fork lift truck; portable bins; scrap rope and canvas; used tyres; wire rope; 10,000 wooden boxes; vehicle canvas covers; Melton blue cloth 56 in.; machine tools including, 20-ton press; woodworking machines; shell, turret, centre and watchmakers' lathes; vertical, universal, thread and horizontal millers; tensile testing machines; spot welders; portable electric drills; power hacksaw; riveting machines; bench drills, etc.

| | | | |
|---|---|---|---|
| June 24 and 25 | Technical, industrial and miscellaneous stores | Regional Depot, RAOC, Hereford | Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 04-32 4366). |

Electrical equipment and spares including, transformers, resistors, capacitors, condensers, etc.; electronic valves; centrifugal water pumping sets; oil current breakers; cold air units; battery charges; 'Reliance' 2-ton industrial truck; electrically operated power hammer; steel masts and struts; bolted steel tanks; minewatching instruments and ancillary equipment; galvanized corrugated iron sheets, various sizes; field telephones and signal equipment; slatted and solid wooden racking of various lengths; 9 in. and 12 in. ventilating fans; fire extinguishers; machine tools including, bench drilling machines; sheet metal rotating jenny; band saws, etc.; large quantities clothing, furniture, kitchenware and general stores.

| | | | |
|---|---|---|---|
| June 24 to 27 | Vehicles, heavy lifting and roadmaking equipment | Ordnance Storage & Disposal Depot, Ruddington, Notts. | Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272). |

Saloons; estate cars; trailers; tractors; trucks; coaches; angledozers; cranes; commercial vans; scrapers; breakdown and heavy duty vehicles; hydraulic tippers; graders; plant and equipment, etc.

**Catalogues of the above sales obtainable from relevant auctioneers about 14 days prior to and up to dates of sales. Price 1s. 0d. (postal order only).**

**EX-ARMY MILITARY BAND INSTRUMENTS**

A LARGE QUANTITY OF MILITARY BAND INSTRUMENTS INCLUDING, DRUMS; CLARINETS; CORNETS; SAXOPHONES; EUPHONIUMS; TROMBONES; TENOR, FLUGEL AND FRENCH HORNS; BASSES AND BARITONES; SUITABLE FOR BRASS BANDS, SCHOOL AND YOUTH CLUB BANDS, ARE TO BE SOLD AT A MINISTRY OF DEFENCE AUCTION SALE TO BE HELD AT CHATHAM ON 3rd JUNE, 1969. CATALOGUES, PRICE 1s. 0d. (POSTAL ORDER ONLY) OBTAINABLE FROM THE AUCTIONEERS: MESSRS. FULLER, HORSEY, SONS AND CASSELL, 10 LLOYDS AVENUE, LONDON, E.C.3.

## MINISTRY OF PUBLIC BUILDING AND WORKS

| 1969 | Description of Goods | Location | Auctioneers |
|---|---|---|---|
| June 10 | Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc. | Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. | Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.) |

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.


# Government Publications

**required by customers in London may be obtained quickly from**

Her Majesty's Stationery Office, 49 High Holborn, WC1

# Statistics

## The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:–
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty week period

| | Gross Domestic Product (expenditure estimates) | Index of Industrial Production | Consumers' Income and Expenditure | | | | Fixed Capital Expenditure | | | | | Increase in Stocks | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | Total | Selected Components | | | | Total | Selected Components | | |
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1963 prices | | at current prices | | at 1963 prices | at 1966 prices | at 1963 prices | | | | | at 1963 prices | | | |
| Base of index | 1963 | 1958 | 1963 | 1963 | 1963 | 1966 | 1963 | 1963 | 1963 | 1963 | 1963 | | | | |
| Value in base year, £m. | 26,796 | | 21,788 | 20,195 | 20,195 | 11,372 | 4,917 | 1,055 | 1,020 | 944 | 1,752 | Series shown in £ million | | | |
| 1964 | 105 | 128 | 107 | 107 | 103 | .. | 116 | 113 | 119 | 124 | 113 | 665 | 411 | 91 | 50 |
| 1965 | 108 | 132 | 115 | 114 | 105 | .. | 121 | 124 | 118 | 127 | 119 | 418 | 262 | 49 | 45 |
| 1966 | 110 | 133 | 121 | 120 | 107 | 100 | 124 | 128 | 113 | 128 | 125 | 247 | 147 | 19 | 6 |
| 1967 | 111 | 133 | 125 | 126 | 109 | 101 | 132 | 124 | 121 | 138 | 143 | 155 | –39 | 10 | 11 |
| 1968 | 114 | 139 | 133 | 134 | 112 | 104 | 137 | 125 | 134 | 147 | 143 | 191 | –21 | 71 | 95 |
| 1967 | | | | | | | | | | | | | | | |
| 1st quarter | 112 | 132 | 122 | 123 | 107 | 100 | 129 | 124 | 118 | 133 | 138 | 84 | 26 | –2 | 15 |
| 2nd quarter | 111 | 133 | 124 | 124 | 108 | 100 | 135 | 131 | 127 | 139 | 141 | 43 | –10 | 1 | 15 |
| 3rd quarter | 111 | 133 | 127 | 126 | 110 | 102 | 134 | 122 | 120 | 143 | 147 | –40 | –25 | –10 | –21 |
| 4th quarter | 111 | 135 | 128 | 129 | 112 | 104 | 132 | 120 | 119 | 139 | 146 | 68 | –30 | 22 | 2 |
| 1968 | | | | | | | | | | | | | | | |
| 1st quarter | 114 | 137 | 131 | 134 | 115 | 106 | 137 | 120 | 131 | 145 | 149 | –68 | –100 | 6 | 49 |
| 2nd quarter | 112 | 138 | 133 | 130 | 108 | 102 | 134 | 120 | 125 | 150 | 141 | 65 | 24 | 22 | 1 |
| 3rd quarter | 114 | 140 | 134 | 134 | 111 | 103 | 136 | 125 | 134 | 147 | 139 | 42 | 7 | 10 | 5 |
| 4th quarter | 117 | 142 | 135 | 137 | 113 | 104 | 141 | 134 | 146 | 144 | 142 | 152 | 48 | 33 | 40 |
| 1969 | | | | | | | | | | | | | | | |
| 1st quarter | | 141 p | | | | 103 | | | | | | | | | 23 |
| 1968 | | | | | | | | | | | | | | | |
| November | | 143 | | | | 106 | | | | | | | | | |
| December | | 143 | | | | 104 | | | | | | | | | |
| 1969 | | | | | | | | | | | | | | | |
| January | | 141 p | | | | 105 | | | | | | | | | |
| February | | 142 p | | | | 101 | | | | | | | | | |
| March | | 141 p | | | | 103 | | | | | | | | | |

| | Orders | | Prices and Costs | | | | | Labour | | | Trade | | Balance of Payments current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand (end period) | Textiles and clothing industries: orders on hand (end period) | Index of retail prices | | Wholesale price index: non-food manufacturing industry | | Basic hourly wage rates (all industries and services) | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | Imports | Exports | |
| | at 1958 prices | | Index† | % increase on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month minthly average | | Quarter or quarterly average | At current prices | | |
| Base of index | Dec. 1958 | Apr. 1959 | 16 Jan. 1962 | | 1963 | 1963 | 31 Jan. 1956 | | | | 1963 | 1963 | series shown in £ million |
| Value in base year, £m. | | | | | | | | Series shown in thousands | | | 4,983 | 4,211 | |
| 1964 | 162 | 124 | 107·0 | 3·3 | 103·9 | 101·9 | 148·6 | 361 | 221 | 24,567 | 114 | 105 | –399 |
| 1965 | 165 | 121 | 112·1 | 4·8 | 106·8 | 104·6 | 157·6 | 309 | 265 | 24,784 | 115 | 112 | – 91 |
| 1966 | 154 | 105 | 116·5 | 3·9 | 110·2 | 107·3 | 168·5 | 325 | 254 | 24,834 | 119 | 120 | 5 |
| 1967 | 143 | 114 | 119·4 | 2·5 | 108·4 | 108·2 | 175·3 | 515 | 175 | 24,475 | 129 | 119 | –399 |
| 1968 | 143 | 129 | 125·0 | 4·7 | 120·5 | 112·4 | 187·3 | 543 | 189 | | 159 | 147 | –419 |
| 1967 | | | | | | | | | | | | | |
| 1st quarter | 149 | 104 | 118·6 | 3·7 | 106·8 | 107·6 | 171·4 | 458 | 186 | 24,510 | 127 | 128 | 19 |
| 2nd quarter | 148 | 104 | 119·6 | 2·6 | 105·1 | 107·5 | 172·8 | 508 | 168 | 24,495 | 128 | 122 | –107 |
| 3rd quarter | 146 | 105 | 119·0 | 1·7 | 107·1 | 108·4 | 177·3 | 555 | 163 | 24,502 | 125 | 120 | – 21 |
| 4th quarter | 143 | 114 | 120·4 | 2·1 | 114·5 | 109·2 | 179·7 | 538 | 182 | 24,395 | 137 | 109 | –290 |
| 1968 | | | | | | | | | | | | | |
| 1st quarter | 142 | 117 | 122·1 | 3·0 | 122·9 | 111·4 | 184·8 | 511 | 184 | 24,362 | 156 | 142 | –135 |
| 2nd quarter | 138 | 125 | 125·0 | 4·5 | 119·5 | 112·5 | 185·8 | 550 | 180 | 24,313 | 155 | 139 | –134 |
| 3rd quarter | 138 | 129 | 125·7 | 5·6 | 119·3 | 112·8 | 187·7 | 580 | 182 | 24,293 | 161 | 151 | – 73 |
| 4th quarter | 143 | 129 | 127·2 | 5·6 | 120·4 | 113·1 | 191·0r | 533 | 210 | | 163 | 155 | – 77 |
| 1969 | | | | | | | | | | | | | |
| 1st quarter | 151 p | 134 p | 129·7 | 6·2 | 122·3 p | 114·1 p | 194·6r | 499 | 206 | | 162 | 154 | |
| 1968 | | | | | | | | | | | | | |
| November | 141 | 126 p | 126·7 | 5·2 | 120·4 | 113·1 | 190·7r | 529 | 211 | | 167 | 161 | |
| December | 143 | 129 p | 128·4 | 5·9 | 120·9 | 113·3 | 193·5r | 520 | 225 | | 160 | 153 | |
| 1969 | | | | | | | | | | | | | |
| January | 146 p | 130 p | 129·1 | 6·2 | 122·0 | 113·7 | 194·2r | 506 | 208 | | 156 | 159 | |
| February | 149 p | 133 p | 129·8 | 6·2 | 122·3 | 114·1 | 194·7r | 487 | 208 | | 158 | 149 | |
| March | 151 p | 134 p | 130·3 | 6·3 | 122·7 p | 114·3 p | 195·0r | 504 | 203 | | 163 | 155 | |
| April | | | 131·7 | 5·5 | 124·2 p | 114·5 p | 195·0 | 519 | 199 | | 166 p | 154 p | |
| May | | | | | | | | 518 p | 196 p | | | | |

† Not seasonally adjusted.

# Index of industrial production for March

THE PROVISIONAL index of production for March 1969, prepared by the Central Statistical Office was 141 (seasonally adjusted). For manufacturing industry alone the figure was 142.

For the three months January to March 1969 it is provisionally estimated that production as a whole was 0.7 per cent lower than in the preceding three months, October to December 1968; for manufacturing industries alone the decrease was 1.4 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Seasonally adjusted. Average 1958 = 100

| | Total all industries | Mining and quarrying | Manufacturing industries | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Total | Food, drink and tobacco | | | Chemicals and allied industries | | | Engineering and allied industries | | | | |
| | | | | Total | Food | Drink and tobacco | Total | Coke ovens, oil refineries, etc. | General chemicals | Total | Engineering and electrical goods | Ship-building and marine engineering | Vehicles and aircraft | Metal goods, n.e.s. |
| Weights | 1,000 | 72 | 748 | 86 | 55 | 31 | 68 | 9 | 59 | 310 | 167 | 22 | 79 | 42 |
| 1963 | 119·0 | 95 | 120·0 | 115 | 112 | 121 | 139 | 124 | 141 | 119 | 126 | 77 | 121 | 108 |
| 1964 | 128·2 | 95 | 129·5 | 118 | 112 | 129 | 152 | 135 | 154 | 128 | 137 | 75 | 126 | 121 |
| 1965 | 131·9 | 92 | 133·8 | 121 | 114 | 133 | 159 | 142 | 161 | 133 | 144 | 74 | 129 | 123 |
| 1966 | 133·4 | 86 | 135·6 | 124 | 117 | 137 | 165 | 149 | 167 | 136 | 152 | 74 | 131 | 115 |
| 1967 | 133·3 | 85 | 134·2 | 124 | 118 | 136 | 171 | 146 | 175 | 134 | 153 | 74 | 121 | 110 |
| 1968 | 139·4 | 81 | 141·7 | 126 | 121 | 136 | 183 | 158 | 186 | 140 | 157 | 71 | 132 | 121 |
| 1967 1st quarter | 132 | 86 | 134 | 124 | 116 | 138 | 170 | 154 | 173 | 134 | 153 | 75 | 123 | 108 |
| 2nd quarter | 133 | 86 | 133 | 123 | 116 | 134 | 171 | 145 | 175 | 134 | 154 | 74 | 122 | 105 |
| 3rd quarter | 133 | 85 | 133 | 126 | 119 | 138 | 169 | 137 | 174 | 132 | 152 | 74 | 117 | 110 |
| 4th quarter | 135 | 85 | 137 | 125 | 120 | 135 | 175 | 147 | 180 | 135 | 154 | 72 | 123 | 117 |
| 1968 1st quarter | 137 | 84 | 139 | 126 | 121 | 135 | 176 | 144 | 180 | 136 | 154 | 71 | 126 | 119 |
| 2nd quarter | 138 | 82 | 140 | 124 | 118 | 134 | 181 | 158 | 185 | 138 | 157 | 72 | 127 | 120 |
| 3rd quarter | 140 | 81 | 143 | 126 | 121 | 136 | 185 | 167 | 188 | 141 | 158 | 72 | 134 | 122 |
| 4th quarter | 142 | 80 | 145 | 129 | 122 | 140 | 189 | 166 | 192 | 143 | 160 | 69 | 141 | 122 |
| 1969 1st quarter p | 141 | 78 | 143 | 129 | 124 | 138 | 186 | 174 | 188 | 140 | 156 | 69 | 131 | 130 |
| 1968 October | 141 | 80 | 144 | 129 | 122 | 141 | 189 | 163 | 193 | 141 | 158 | 70 | 138 | 116 |
| November | 143 | 81 | 146 | 129 | 122 | 141 | 188 | 166 | 192 | 146 | 162 | 69 | 144 | 123 |
| December | 143 | 81 | 146 | 128 | 123 | 137 | 189 | 170 | 191 | 144 | 159 | 68 | 141 | 128 |
| 1969 January p | 141 | 80 | 144 | 130 | 125 | 138 | 190 | 172 | 193 | 140 | 154 | 68 | 138 | 128 |
| February p | 142 | 77 | 144 | 129 | 125 | 136 | 184 | 177 | 186 | 140 | 156 | 69 | 134 | 130 |
| March p | 141 | 78 | 142 | 128 | 122 | 138 | 184 | 173 | 186 | 139 | 157 | 70 | 122 | 132 |
| October-December (av.) | 142 | 80 | 145 | 129 | 122 | 140 | 189 | 166 | 192 | 143 | 160 | 69 | 141 | 122 |
| January-March (av.) p | 141 | 78 | 143 | 129 | 124 | 138 | 186 | 174 | 188 | 140 | 156 | 69 | 131 | 130 |

| | Manufacturing industries (continued) | | | | | | | | | | | | Construction | Gas, electricity and water |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Metal manufacture | | | Textiles, leather and clothing | | | | Bricks, pottery, glass, etc. | | | Timber, furniture, etc. | Paper, printing and publishing | Other manufacturing industries | |
| | Total | Ferrous | Non-ferrous | Total | Textiles | Leather, leather goods and fur | Clothing and footwear | Total | Bricks, cement, etc. | Pottery and glass | | | | |
| Weights | 68 | 55 | 13 | 92 | 58 | 4 | 30 | 28 | 17 | 11 | 20 | 55 | 22 | 126 | 54 |
| 1963 | 113 | 111 | 119 | 112 | 110 | 99 | 120 | 130 | 131 | 127 | 113 | 128 | 126 | 121 | 133 |
| 1964 | 128 | 127 | 131 | 119 | 116 | 102 | 126 | 148 | 154 | 139 | 128 | 139 | 137 | 135 | 137 |
| 1965 | 134 | 134 | 133 | 121 | 118 | 103 | 129 | 151 | 158 | 139 | 127 | 142 | 144 | 138 | 145 |
| 1966 | 125 | 125 | 127 | 120 | 117 | 101 | 127 | 151 | 157 | 142 | 121 | 144 | 152 | 139 | 151 |
| 1967 | 118 | 117 | 121 | 116 | 114 | 89 | 122 | 155 | 165 | 140 | 124 | 145 | 155 | 145 | 156 |
| 1968 | 125 | 124 | 130 | 126 | 129 | 93 | 125 | 164 | 172 | 150 | 132 | 152 | 171 | 149 | 164 |
| 1967 1st quarter | 119 | 119 | 119 | 115 | 113 | 90 | 124 | 152 | 160 | 139 | 121 | 143 | 153 | 142 | 153 |
| 2nd quarter | 118 | 118 | 120 | 114 | 113 | 90 | 119 | 156 | 164 | 143 | 122 | 142 | 151 | 143 | 158 |
| 3rd quarter | 115 | 114 | 121 | 115 | 112 | 89 | 124 | 156 | 167 | 140 | 125 | 146 | 152 | 147 | 153 |
| 4th quarter | 119 | 117 | 124 | 119 | 118 | 88 | 123 | 157 | 169 | 138 | 128 | 149 | 163 | 147 | 160 |
| 1968 1st quarter | 120 | 119 | 125 | 124 | 125 | 91 | 126 | 161 | 173 | 144 | 139 | 151 | 167 | 146 | 168 |
| 2nd quarter | 124 | 123 | 128 | 126 | 130 | 94 | 122 | 164 | 172 | 151 | 129 | 154 | 169 | 149 | 160 |
| 3rd quarter | 127 | 126 | 133 | 127 | 131 | 94 | 126 | 162 | 171 | 147 | 131 | 153 | 170 | 149 | 163 |
| 4th quarter | 129 | 128 | 133 | 129 | 133 | 95 | 126 | 168 | 175 | 157 | 133 | 152 | 179 | 151 | 163 |
| 1969 1st quarter p | 129 | 127 | 134 | 129 | 133 | 96 | 126 | 170 | 175 | 162 | 125 | 154 | | | 182 |
| 1968 October | 127 | 126 | 132 | 126 | 130 | 96 | 124 | 170 | 176 | 160 | 134 | 155 | 176 | | 158 |
| November | 129 | 126 | 140 | 131 | 134 | 96 | 131 | 169 | 175 | 158 | 120 | 151 | 181 | | 164 |
| December | 132 | 133 | 128 | 129 | 134 | 91 | 123 | 165 | 173 | 152 | 144 | 150 | 179 | | 168 |
| 1969 January p | 129 | 128 | 131 | 130 | 135 | 98 | 126 | 169 | 175 | 158 | 127 | 153 | | | 163 |
| February p | 129 | 127 | 136 | 129 | 133 | 97 | 126 | 170 | 175 | 163 | 121 | 153 | | | 189 |
| March p | 129 | 128 | 135 | 128 | 132 | 94 | 125 | 171 | 176 | 163 | 126 | 157 | | | 195 |
| October-December (av.) | 129 | 128 | 133 | 129 | 133 | 95 | 126 | 168 | 175 | 157 | 133 | 152 | | | 163 |
| January-March (av.) p | 129 | 127 | 134 | 129 | 133 | 96 | 126 | 170 | 175 | 162 | 125 | 154 | | | 182 |

# Textile and clothing industries: orders and deliveries

IN THE FIRST QUARTER of 1969 new orders received by the textile and clothing industries were 3 per cent more than in the fourth quarter of 1968; deliveries were 1 per cent more. Order books at the end of March were 4 per cent higher than at the end of December 1968.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

**Textile and clothing industries (†)**

Index numbers of the volume of total orders and deliveries(‡)

| | Orders-on-hand (end of period) | | Net new orders | | Deliveries | |
|---|---|---|---|---|---|---|
| | April 1959 = 100 | | Average 1959 deliveries = 100 | | Average 1959 deliveries = 100 | |
| | Actual | Seasonally adjusted | Actual | Seasonally adjusted | Actual | Seasonally adjusted |
| 1960 | 136 | | 103 | | 103 | |
| 1961 | 104 | | 91 | | 99 | |
| 1962 | 100 | | 92 | | 93 | |
| 1963 | 117 | | 100 | | 95 | |
| 1964 | 124 | | 99 | | 98 | |
| 1965 | 121 | | 98 | | 99 | |
| 1966 | 105 | | 92 | | 97 | |
| 1967 | 114 | | 93 | | 91 | |
| 1968 p | 129 | | 99 | | 96 | |
| 1967 1st quarter | 104 | 104 | 89 | 90 | 90 | 91 |
| 2nd quarter | 107 | 104 | 93 | 88 | 90 | 89 |
| 3rd quarter | 100 | 105 | 81 | 94 | 88 | 91 |
| 4th quarter | 114 | 114 | 109 | 100 | 96 | 93 |
| 1968 1st quarter | 117 | 117 | 99 | 97 | 96 | 94 |
| 2nd quarter | 129 | 125 | 106 | 104 | 95 | 97 |
| 3rd quarter | 122 | 129 | 85 | 99 | 91 | 95 |
| 4th quarter p | 129 | 129 | 107 | 98 | 100 | 96 |
| 1969 1st quarter p | 134 | 134 | 103 | 101 | 99 | 97 |

| | Orders-on-hand (end of period) | | Net new orders | | Deliveries | |
|---|---|---|---|---|---|---|
| | April 1959 = 100 | | Average 1959 deliveries = 100 | | Average 1959 deliveries = 100 | |
| | Actual | Seasonally adjusted | Actual | Seasonally adjusted | Actual | Seasonally adjusted |
| 1968 January | 115 | 114 | 88 | 92 | 86 | 90 |
| February | 115 | 116 | 101 | 96 | 99 | 93 |
| March | 117 | 117 | 109 | 103 | 104 | 99 |
| April | 121 | 120 | 102 | 101 | 91 | 94 |
| May | 128 | 124 | 115 | 106 | 97 | 94 |
| June | 129 | 125 | 100 | 104 | 97 | 103 |
| July | 124 | 124 | 71 | 86 | 85 | 92 |
| August | 123 | 126 | 86 | 106 | 89 | 96 |
| September | 122 | 129 | 99 | 106 | 100 | 98 |
| October p | 123 | 126 | 109 | 91 | 105 | 95 |
| November p | 129 | 126 | 125 | 102 | 107 | 98 |
| December p | 129 | 129 | 89 | 100 | 87 | 95 |
| 1969 January p | 130 | 130 | 94 | 99 | 91 | 95 |
| February p | 133 | 133 | 110 | 105 | 103 | 97 |
| March p | 134 | 134 | 106 | 100 | 103 | 98 |

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (‡) At constant (average 1958) prices.

# Output of the wool textile industry

THE VOLUME of production in the wool textile industry in March was 3 per cent less than in March 1968.

Statistics issued by the Wool Industry Bureau of Statistics show that in the three months January-March deliveries of woven fabrics (excluding blankets) were 3 per cent less than in the same period of 1968; deliveries of worsted yarn (excluding semi-worsted yarn) were at about the same level. Production of wool and hair tops was 3 per cent less and of man-made fibre tops 26 per cent more.

**Output of the wool textile industry**

*Quarterly averages or totals for quarters or months*

| | Consumption | Production | | | Deliveries | | | |
|---|---|---|---|---|---|---|---|---|
| | | Tops | | | | Woven fabrics (excluding blankets) | | |
| | Raw wool (clean weight) | Wool and hair | Man-made fibres | Woollen yarn (†) | Worsted (‡) yarn (§) | Woollen | Worsted (†) | Blankets |
| | Million lb. | | | | Million sq. yds. | | | |
| 1963 | 114·5 | 76·0 | 10·5 | 78·3 | 59·9 | 44·2 | 37·2 | 8·8 |
| 1964 | 104·6 | 66·3 | 14·2 | 81·5 | 58·3 | 44·3 | 37·1 | 8·2 |
| 1965 | 100·7 | 61·9 | 14·3 | 80·4 | 56·9 | 43·8 | 36·9 | 8·2 |
| 1966 | 97·0 | 57·4 | 15·7 | 78·7 | 55·2 | 42·1 | 33·5 | 7·6 |
| 1967 | 90·0 | 50·8 | 15·2 | 76·1 | 49·4 | 40·8 | 32·8 | 7·2 |
| 1968 | 97·8 | 53·3 | 20·1 | 81·2 | 54·1 | 40·6 | 33·1 | 8·2 |
| 1968 1st qtr. | 102·9 | 57·0 | 19·0 | 85·0 | 54·5 | 39·8 | 35·5 | 9·0 |
| 2nd qtr. | 100·3 | 55·9 | 19·1 | 81·5 | 53·8 | 40·8 | 32·2 | 6·8 |
| 3rd qtr. | 87·5 | 48·2 | 19·3 | 72·0 | 51·2 | 40·4 | 30·0 | 7·5 |
| 4th qtr. | 100·6 | 51·9 | 22·8 | 86·5 | 56·9 | 41·5 | 34·6 | 9·4 |
| 1969 1st qtr. | 105·4 | 55·3 | 23·9 | 86·3 | 58·0 | 37·9 | 34·9 | 7·9 |
| 1968 Mar | 34·7 | 19·4 | 6·8 | 28·3 | 18·8 | 12·9 | 11·4 | 2·8 |
| Apr. | 32·5 | 18·0 | 5·9 | 26·6 | 17·2 | 11·8 | 10·3 | 2·3 |
| May | 37·9 | 21·0 | 7·3 | 31·0 | 20·3 | 15·8 | 12·3 | 2·3 |
| June | 29·9 | 16·9 | 5·9 | 23·8 | 16·3 | 13·2 | 9·6 | 2·2 |
| July | 31·3 | 18·8 | 6·8 | 23·5 | 17·9 | 14·1 | 10·9 | 1·9 |
| Aug. | 24·1 | 11·7 | 5·2 | 22·5 | 14·9 | 12·9 | 8·1 | 2·5 |
| Sept. | 32·1 | 17·7 | 7·4 | 26·1 | 18·4 | 13·4 | 11·0 | 3·1 |
| Oct. | 35·8 | 18·6 | 8·3 | 30·3 | 21·3 | 15·8 | 12·6 | 3·5 |
| Nov. | 34·0 | 17·5 | 8·1 | 29·9 | 19·0 | 13·8 | 11·6 | 3·0 |
| Dec. | 30·8 | 15·8 | 6·3 | 26·4 | 16·6 | 11·9 | 10·3 | 2·9 |
| 1969 Jan. | 38·1 | 19·6 | 8·3 | 32·0 | 20·0 | 14·6 | 12·4 | 3·2 |
| Feb. | 33·6 | 17·4 | 7·8 | 27·5 | 19·1 | 11·6 | 11·2 | 2·5 |
| Mar. | 33·7 | 18·4 | 7·8 | 26·7 | 18·9 | 11·8 | 11·3 | 2·2 |

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In March deliveries of semi-worsted yarn were 1·1 million lb.

## SUBSCRIPTIONS AND SALES

*Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.*

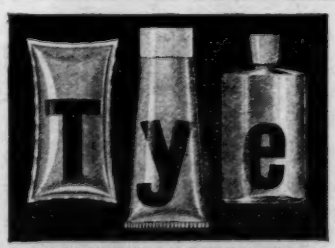
DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

*WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £5.*

MALTA IZ-ZMIEN
*Malta's National Daily Newspaper in Maltese.*
c.w. 1¼ in; c. depth 13¼ in. Screen 65. Mats accepted.
RATES:
per s.c.i. 6/- front page 8/-
Full information from U.K. Reps.:

*We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.*

PUBLISHING & DISTRIBUTING CO. LTD.,
MITRE HOUSE, 177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO




CONTACT US AT THE SACHET CENTRE
JOHN TYE & SON (Packages) LTD.
717 North Circular Rd., London, N.W.2
Tel.: 01-450 7232 (6 lines)

LEADING CONTRACT PACKERS

WE FILL sachets, bottles, jars, plastic tubes with customers products such as liquids, pastes, oils, creams, lacquers and paints.

WE MANUFACTURE similar products for customers under control of our qualified chemists.

WE MAKE and print P.V.C. wallets and covers to your special requirements.

### Exports of wool textile products

*Quarterly averages or totals for quarters*

| | Total | Wool tops | | Yarns | | Woven fabrics | | Other wool textile products (†) |
|---|---|---|---|---|---|---|---|---|
| | £m. | £m. | Mn. lb. | £m. | Mn. lb. | £m. | Mn. sq. yds. | £m. |
| 1963 | 32·72 | 10·71 | 24·00 | 5·32 | 8·47 | 15·94 | 22·32 | 0·75 |
| 1964 | 32·95 | 9·60 | 18·79 | 5·52 | 8·03 | 16·81 | 22·36 | 1·03 |
| 1965 | 30·52 | 7·24 | 16·00 | 5·13 | 7·55 | 17·00 | 22·19 | 1·15 |
| 1966 | 29·07 | 7·17 | 15·67 | 5·02 | 7·38 | 15·96 | 20·29 | 0·92 |
| 1967 | 25·95 | 5·63 | 12·85 | 4·51 | 6·92 | 14·96 | 18·91 | 0·84 |
| 1968 | 28·70 | 5·99 | 14·02 | 5·11 | 7·90 | 16·53 | 20·76 | 1·07 |
| 1967 | | | | | | | | |
| 1st qtr. | 28·09 | 6·77 | 15·31 | 4·99 | 7·55 | 15·36 | 19·77 | 0·97 |
| 2nd qtr. | 27·83 | 5·98 | 13·53 | 4·98 | 7·65 | 15·97 | 19·74 | 0·90 |
| 3rd qtr. | 24·73 | 5·18 | 11·49 | 4·17 | 6·34 | 14·59 | 18·53 | 0·79 |
| 4th qtr. | 23·14 | 4·60 | 11·08 | 3·90 | 6·16 | 13·92 | 17·60 | 0·72 |
| 1968 | | | | | | | | |
| 1st qtr. | 26·59 | 5·66 | 14·33 | 4·53 | 7·09 | 15·33 | 19·84 | 1·07 |
| 2nd qtr. | 28·46 | 6·43 | 14·71 | 4·69 | 7·19 | 16·29 | 20·30 | 1·05 |
| 3rd qtr. | 29·84 | 6·24 | 14·04 | 5·03 | 7·75 | 17·34 | 22·03 | 1·03 |
| 4th qtr. | 29·92 | 5·61 | 13·00 | 6·19 | 9·59 | 16·98 | 20·86 | 1·14 |
| 1969 | | | | | | | | |
| 1st qtr. | 28·13 | 6·05 | 13·37 | 5·39 | 8·28 | 15·69 | 19·10 | 1·00 |

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets: travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table: sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

## Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in March was 3 per cent more than in March 1968.

Statistics issued by the Textile Council show that in the three months January-March the amount of cloth woven was about the same as in the corresponding period of 1968; production of single yarn was 1 per cent more and the amount of yarn doubled was 5 per cent more.

### Production in the cotton industry

*Weekly averages*

| | Single yarn (†) | | Doubled yarn | | Processed filament yarn | Woven cloth | |
|---|---|---|---|---|---|---|---|
| | Cotton yarn (‡) | Spun man-made fibre yarns and mixture yarn, inc. waste | Cotton yarn | Other | Textured yarn (§) | Cotton | Man-made fibre and mixtures |
| | Million lb. | | | | | Million lin. yards | |
| 1963 | 9·40 | 2·44 | 2·53 | 2·06 | .. | 19·5 | 10·8 |
| 1964¶ | 9·58 | 2·76 | 2·57 | 2·26 | 0·77 | 19·5 | 11·5 |
| 1965 | 9·32 | 2·74 | 2·53 | 2·31 | 0·91 | 19·5 | 12·0 |
| 1966 | 8·77 | 2·62 | 2·37 | 2·12 | 1·20 | 17·6 | 11·9 |
| 1967 | 7·38 | 2·40 | 2·08 | 2·02 | 1·51 | 14·3 | 10·2 |
| 1968 | 7·26 | 2·86 | 2·12 | 2·20 | 2·18 | 14·1 | 10·7 |
| 1968 March | 7·95 | 2·93 | 2·28 | 2·32 | 2·40 | 15·3 | 11·6 |
| April | 7·07 | 2·62 | 2·12 | 2·15 | 2·15 | 13·9 | 10·4 |
| May* | 8·08 | 3·02 | 2·36 | 2·57 | 2·19 | 15·1 | 11·7 |
| June | 6·35 | 2·67 | 1·93 | 1·79 | 2·21 | 13·9 | 10·3 |
| July* | 6·03 | 2·19 | 1·80 | 2·12 | 1·71 | 9·4 | 7·9 |
| August | 7·46 | 2·99 | 2·07 | 2·21 | 2·20 | 14·8 | 10·8 |
| September | 6·40 | 2·76 | 1·94 | 1·99 | 2·50 | 13·5 | 10·0 |
| October* | 7·77 | 3·32 | 2·32 | 2·26 | 2·47 | 15·2 | 11·5 |
| November | 7·90 | 3·35 | 2·32 | 2·33 | 2·91 | 15·4 | 11·7 |
| December | 6·72 | 2·87 | 1·92 | 2·09 | 2·35 | 12·7 | 9·9 |
| 1969 January* | 7·52 | 3·12 | 2·13 | 2·44 | 3·03 | 14·4 | 11·5 |
| February | 7·53 | 3·11 | 2·15 | 2·54 | 3·16 | 14·7 | 11·8 |
| March | 7·70 | 3·05 | 2·13 | 2·70 | 3·09 | 14·9 | 12·1 |

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste, and mixtur yarns of cotton and cotton waste. (§) Deliveries. (¶) 53-week period.

## DEA Progress Report for May

THE MAY 1969 issue of DEA *Progress Report* contains articles on Economic Prospects to mid-1970; Construction; The Intermediate Areas; and Humberside.


# LEGAL AND GENERAL ASSURANCE SOCIETY LIMITED

## ANNUAL GENERAL MEETING

The 132nd Annual General Meeting of the Society was held on the 14th May, 1969 at Temple Court, 11 Queen Victoria Street, London, E.C.4.

In presenting the Directors' Report and Accounts the Chairman, Viscount Harcourt, said that the results of the Society's 1968 triennial valuation, the last before the change to an annual basis, were extremely good. They had enabled the Society not only to improve the whole range of bonuses on its with profit policies but also to make a substantial transfer of £9,200,000 from long-term funds to profit and loss account. Owing to the Government's dividend restraint policy, the improvement in the dividend the directors have been able to recommend is much less satisfactory and does not do justice to these results.

In the 1968 valuation, credit in some part has been taken for appreciation in capital value of investments, for the benefit of both shareholders and policyholders. The Chairman said that he had every confidence that this is something which it will be possible to repeat in future years.

Details of the Society's reorganized management structure had recently been announced, its operations having been split into four functional divisions of operations, planning, administration and investment. The Directors intend to appoint to the Board the General Managers of these broad divisions, Messrs. Peet, Lingwood, Purchase and Ginsburg respectively. Mr. P. Cahill, the Society's Chief Executive Officer and one of the leaders in the industry, had been, of course, appointed to the Board on January 1. Thus the Board is to be strengthened by the inclusion of five full-time experts in insurance management.

The Directors' Report and Accounts were received and all other business on the agenda was transacted, including the declaration of a final dividend for 1968 of 7.2747 pence per 1s. share, making a total dividend of 13.2747 pence per share for the year.

The meeting concluded with the passing of a vote of thanks to the Chairman, Directors and staff.

# Orders, deliveries, production and exports in the engineering industries in March

**Table 1. Engineering and electrical goods (SIC Order VI)**
**Index numbers of the volume of production orders on hand and exports**

| | Production seasonally adjusted | | | Orders on hand (end period)§ seasonally adjusted | | | |
|---|---|---|---|---|---|---|---|
| | Total | Mechanical engineering† | Electrical engineering‡ | Total | Home market | Export | Exports‖ |
| | 1958 = 100 | | | December 1958 (unadjusted) = 100 | | | 1961 = 100 |
| 1958 | 100 | 100 | 100 | 102 | 102 | 101 | 81 |
| 1959 | 105 | 103 | 110 | 103 | 103 | 103 | 82 |
| 1960 | 114 | 112 | 116 | 121 | 121 | 122 | 91 |
| 1961 | 121 | 122 | 120 | 124 | 123 | 127 | 100 |
| 1962 | 123 | 122 | 126 | 120 | 116 | 129 | 100 |
| 1963 | 126 | 122 | 134 | 131 | 139 | 143 | 106 |
| 1964 | 137 | 133 | 144 | 164 | 164 | 163 | 105 |
| 1965 | 144 | 142 | 148 | 166 | 165 | 168 | 111 |
| 1966 | 152 | 149 | 157 | 156 | 156 | 154 | 116 |
| 1967 | 153 | 150 | 160 | 146 | 139 | 167 | 113 |
| 1968 | 157 | 151 | 169 | 146 | 135 | 183 | 126 |
| 1966 1st quarter | 151 | 148 | 158 | 166 | 164 | 169 | 120 |
| 2nd quarter | 150 | 146 | 157 | 162 | 162 | 163 | 113 |
| 3rd quarter | 152 | 150 | 157 | 160 | 160 | 160 | 110 |
| 4th quarter | 155 | 153 | 157 | 156 | 156 | 154 | 125 |
| 1967 1st quarter | 153 | 149 | 159 | 151 | 151 | 153 | 123 |
| 2nd quarter | 154 | 152 | 159 | 150 | 147 | 162 | 123 |
| 3rd quarter | 152 | 149 | 159 | 148 | 143 | 165 | 103 |
| 4th quarter | 154 | 149 | 162 | 146 | 139 | 167 | 102 |
| 1968 1st quarter | 154 | 147 | 166 | 146 | 137 | 174 | 132 |
| 2nd quarter | 157 | 150 | 171 | 141 | 132 | 170 | 128 |
| 3rd quarter | 158 | 151 | 172 | 141 | 129 | 177 | 116 |
| 4th quarter | 160 | 157 | 165 | 146 | 135 | 183 | 127 |
| 1969 1st quarter | 156 | .. | .. | 155 | 138 | 206 | 126 |
| 1967 July | 154 | 150 | 160 | 150 | 146 | 161 | |
| August | 152 | 149 | 159 | 148 | 144 | 163 | |
| September | 151 | 147 | 158 | 148 | 143 | 165 | |
| October | 152 | 147 | 159 | 147 | 141 | 166 | |
| November | 153 | 149 | 162 | 146 | 140 | 166 | |
| December | 156 | 151 | 164 | 146 | 139 | 167 | |
| 1968 January | 154 | 148 | 166 | 146 | 140 | 168 | |
| February | 154 | 147 | 165 | 146 | 139 | 168 | |
| March | 154 | 146 | 169 | 146 | 137 | 174 | |
| April | 155 | 147 | 167 | 146 | 137 | 174 | |
| May | 156 | 149 | 169 | 143 | 134 | 172 | |
| June | 161 | 152 | 175 | 141 | 132 | 170 | |
| July | 158 | 150 | 170 | 141 | 132 | 171 | |
| August | 160 | 152 | 173 | 142 | 131 | 175 | |
| September | 158 | 150 | 172 | 141 | 129 | 177 | |
| October | 158 | 155 | 163 | 142 | 131 | 179 | |
| November | 162 | 159 | 167 | 145 | 133 | 181 | |
| December | 159 | 156 | 165 | 146 | 135 | 183 | |
| 1969 January p | 154 | .. | .. | 149 | 137 | 189 | |
| February p | 156 | .. | .. | 153 | 138 | 199 | |
| Marchp | 157 | | | 155 | 138 | 206 | |
| *Average:* | | | | | | | |
| Latest 3 months shown | 156 | 157 | 165 | 155 | 138 | 206 | |
| Previous 3 months shown | 160 | 151 | 172 | 146 | 135 | 183 | |
| Percentage increase ¶ | *–2* | *4* | *–4* | *6* | *3* | *13* | |

† Covers Minimum List Headings 331 to 352 of the S.I.C., including scientific, surgical and photographic instruments, etc., and watches and clocks.
‡ Covers Minimum List Headings 361 to 369 of the S.I.C.
§ Index of the total value at constant (average 1958) prices of orders held in these industries.
‖ Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71,72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
¶ In the case of orders on hand the percentage increases compare the level at the end of the latest month shown with the corresponding level three months earlier.

THE MINISTRY of Technology report that first indications of output in the mechanical and electrical engineering industry show that production in March continued at the same level as in February, bringing the average for the first quarter of 1969 to a level 2 per cent below the last quarter of 1968.

In the wider group of engineering industries the preliminary figure for total deliveries in March has flattened out again keeping the first quarter at the same level as the preceding quarter. although 1 per cent higher than the average for 1968 as a whole. Home deliveries dropped making the average for the first quarter 2 per cent lower than the preceding quarter, but export deliveries kept up to their recent higher levels so the first quarter was 5 per cent above the preceding quarter and 6 per cent above the average for 1968.

New export orders were sufficiently buoyant to make the average for the first quarter 27 per cent higher than the preceding quarter. As new orders have been higher than deliveries since the middle of 1968 orders on hand have continued to rise and are now 21 per cent above their level at that time and 12 per cent higher than at the year end. On the home side new orders have been declining steadily this year and for the first quarter were 6 per cent below the previous quarter but were 6 per cent above the average for the year. In spite of this decline new orders have still been higher than deliveries so orders on hand have crept up again and were 2 per cent higher at the end of March than at the end of 1968. Total new orders are down a little but in the first quarter were 3 per cent above the preceding quarter and 13 per cent above the average for 1968. As they have been above the level of deliveries for the last six months orders on hand have continued to rise and are now 5 per cent above this level at the year end.

(*Continued on next page*)

**Table 2. Engineering industries (Order VI and part Order VIII) (†) Unadjusted Index numbers of the volumes of orders and deliveries (‡)**

1958 = 100

| | Total | | | Home | | | Export | | |
|---|---|---|---|---|---|---|---|---|---|
| | Orders on hand (end period) Deliveries 1958 = 100 | Net new orders‡ Average = 100 | Deliveries‡ 1958 deliveries | Orders on hand (end period) Deliveries 1958 = 100 | Net new orders‡ Average = 100 | Deliveries‡ 1958 deliveries | Orders on hand (end period) Deliveries 1958 = 100 | Net new orders‡ Average = 100 | Deliveries‡ 1958 deliveries |
| 1958 | 100 | 92 | 100 | 100 | 93 | 100 | 100 | 88 | 100 |
| 1959 | 101 | 105 | 104 | 101 | 106 | 105 | 102 | 103 | 102 |
| 1960 | 117 | 123 | 141 | 117 | 123 | 115 | 119 | 112 | 111 |
| 1961 | 120 | 123 | 122 | 117 | 123 | 123 | 126 | 122 | 118 |
| 1962 | 115 | 120 | 123 | 109 | 117 | 122 | 129 | 128 | 126 |
| 1963 | 135 | 139 | 126 | 131 | 137 | 123 | 144 | 143 | 134 |
| 1964 | 161 | 152 | 136 | 158 | 153 | 136 | 168 | 151 | 136 |
| 1965 | 163 | 145 | 143 | 161 | 145 | 143 | 172 | 146 | 142 |
| 1966 | 152 | 143 | 150 | 152 | 142 | 148 | 154 | 145 | 156 |
| 1967 | 141 | 144 | 151 | 134 | 141 | 152 | 162 | 155 | 150 |
| 1968 | 141 | 157 | 157 | 129 | 152 | 155 | 179 | 172 | 162 |
| 1966 1st quarter | 164 | 157 | 154 | 162 | 158 | 153 | 170 | 153 | 158 |
| 2nd quarter | 161 | 138 | 147 | 161 | 142 | 146 | 163 | 129 | 148 |
| 3rd quarter | 159 | 135 | 141 | 158 | 132 | 140 | 161 | 142 | 145 |
| 4th quarter | 152 | 142 | 159 | 152 | 136 | 154 | 154 | 156 | 173 |
| 1967 1st quarter | 149 | 144 | 152 | 149 | 142 | 149 | 151 | 150 | 158 |
| 2nd quarter | 148 | 151 | 154 | 145 | 145 | 155 | 157 | 167 | 151 |
| 3rd quarter | 146 | 137 | 141 | 141 | 134 | 143 | 163 | 148 | 135 |
| 4th quarter | 141 | 146 | 159 | 134 | 143 | 161 | 162 | 153 | 154 |
| 1968 1st quarter | 142 | 162 | 158 | 134 | 156 | 156 | 168 | 177 | 164 |
| 2nd quarter | 138 | 146 | 157 | 129 | 144 | 156 | 164 | 152 | 160 |
| 3rd quarter | 139 | 150 | 148 | 127 | 141 | 146 | 173 | 174 | 153 |
| 4th quarter | 141 | 172 | 166 | 129 | 168 | 163 | 179 | 185 | 172 |
| 1969 1st quarter | 151 | 188 | 164 | 135 | 174 | 159 | 200 | 232 | 179 |
| 1967 July | 147 | 141 | 146 | 144 | 145 | 149 | 156 | 129 | 137 |
| August | 147 | 122 | 123 | 143 | 112 | 123 | 160 | 152 | 123 |
| September | 146 | 149 | 153 | 141 | 145 | 156 | 163 | 162 | 146 |
| October | 145 | 140 | 148 | 139 | 142 | 155 | 164 | 137 | 126 |
| November | 144 | 145 | 156 | 137 | 145 | 160 | 164 | 147 | 146 |
| December | 141 | 152 | 173 | 134 | 143 | 167 | 162 | 176 | 191 |
| 1968 January | 142 | 152 | 142 | 135 | 153 | 143 | 163 | 147 | 140 |
| February | 143 | 159 | 156 | 136 | 157 | 153 | 163 | 162 | 166 |
| March | 142 | 175 | 176 | 134 | 159 | 173 | 168 | 221 | 185 |
| April | 142 | 144 | 147 | 134 | 145 | 144 | 166 | 143 | 155 |
| May | 140 | 147 | 160 | 132 | 140 | 160 | 167 | 168 | 162 |
| June | 138 | 146 | 164 | 129 | 146 | 164 | 164 | 146 | 163 |
| July | 138 | 154 | 151 | 130 | 155 | 152 | 165 | 152 | 146 |
| August | 139 | 140 | 134 | 129 | 125 | 131 | 171 | 185 | 141 |
| September | 139 | 155 | 158 | 127 | 144 | 154 | 173 | 185 | 171 |
| October | 140 | 168 | 157 | 128 | 164 | 157 | 177 | 180 | 156 |
| November | 142 | 174 | 166 | 129 | 170 | 164 | 179 | 186 | 172 |
| December | 141 | 173 | 174 | 129 | 169 | 169 | 179 | 187 | 189 |
| 1969 January p | 145 | 183 | 153 | 132 | 171 | 148 | 185 | 216 | 170 |
| February p | 149 | 190 | 163 | 134 | 170 | 157 | 194 | 247 | 180 |
| March p | 151 | 193 | 177 | 135 | 180 | 173 | 200 | 232 | 189 |

† See footnotes (†) and (‡) to Table 3.
‡ Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

ENGINEERING, *continued*

**Description of the statistics**

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

**Table 3. Engineering industries (Order VI and part VIII) (†) Seasonally adjusted Index numbers of the volume of orders and deliveries (†)**

| | Total | | | Home | | | Export | | |
|---|---|---|---|---|---|---|---|---|---|
| | Orders on hand (end period) | Net new orders§ | Deliveries | Orders on hand (end period) | Net new orders§ | Deliveries | Orders on hand (end period) | Net new orders§ | Deliveries |
| | December 1958 (unadjusted) = 100 | Average = 100 | 1958 deliveries | December 1958 (unadjusted) = 100 | Average = 100 | 1958 deliveries | December 1958 (unadjusted) = 100 | Average = 100 | 1958 deliveries |
| 1958 | 102 | 92 | 100 | 102 | 93 | 100 | 100 | 88 | 100 |
| 1959 | 103 | 105 | 104 | 103 | 106 | 105 | 102 | 103 | 102 |
| 1960 | 102 | 123 | 114 | 120 | 123 | 115 | 119 | 122 | 111 |
| 1961 | 122 | 123 | 122 | 120 | 123 | 123 | 126 | 122 | 118 |
| 1962 | 117 | 120 | 123 | 112 | 117 | 122 | 128 | 128 | 126 |
| 1963 | 136 | 139 | 126 | 134 | 137 | 123 | 143 | 143 | 134 |
| 1964 | 162 | 152 | 136 | 161 | 153 | 136 | 166 | 151 | 136 |
| 1965 | 165 | 145 | 143 | 163 | 145 | 143 | 171 | 146 | 142 |
| 1966 | 154 | 144 | 150 | 154 | 142 | 148 | 154 | 145 | 156 |
| 1967 | 143 | 151 | 151 | 137 | 141 | 152 | 162 | 155 | 150 |
| 1968 | 143 | 157 | 157 | 132 | 152 | 155 | 179 | 172 | 162 |
| 1966 1st quarter | 164 | 145 | 148 | 162 | 144 | 147 | 170 | 149 | 150 |
| 2nd quarter | 161 | 140 | 149 | 160 | 142 | 147 | 164 | 136 | 152 |
| 3rd quarter | 158 | 144 | 152 | 158 | 143 | 150 | 161 | 148 | 157 |
| 4th quarter | 154 | 141 | 153 | 154 | 139 | 149 | 154 | 147 | 164 |
| 1967 1st quarter | 149 | 138 | 151 | 148 | 134 | 149 | 151 | 149 | 156 |
| 2nd quarter | 148 | 147 | 151 | 144 | 141 | 151 | 158 | 167 | 150 |
| 3rd quarter | 146 | 146 | 151 | 140 | 143 | 153 | 162 | 162 | 146 |
| 4th quarter | 143 | 146 | 153 | 137 | 146 | 155 | 162 | 146 | 146 |
| 1968 1st quarter | 142 | 151 | 152 | 134 | 144 | 151 | 168 | 170 | 156 |
| 2nd quarter | 138 | 148 | 159 | 129 | 144 | 157 | 165 | 158 | 165 |
| 3rd quarter | 138 | 158 | 159 | 127 | 149 | 157 | 173 | 183 | 165 |
| 4th quarter | 143 | 173 | 159 | 132 | 172 | 157 | 179 | 177 | 163 |
| 1969 1st quarter p | 151 | 178 | 158 | 135 | 162 | 154 | 201 | 225 | 171 |
| 1967 July | 147 | 145 | 152 | 143 | 140 | 154 | 158 | 158 | 147 |
| August | 146 | 146 | 149 | 141 | 143 | 151 | 161 | 156 | 144 |
| September | 146 | 143 | 151 | 140 | 141 | 153 | 162 | 147 | 147 |
| October | 145 | 143 | 145 | 139 | 144 | 152 | 162 | 140 | 123 |
| November | 144 | 146 | 150 | 138 | 146 | 154 | 162 | 146 | 139 |
| December | 143 | 150 | 162 | 137 | 149 | 158 | 162 | 152 | 177 |
| 1968 January | 143 | 151 | 146 | 137 | 149 | 148 | 162 | 158 | 142 |
| February | 143 | 151 | 153 | 136 | 144 | 152 | 162 | 170 | 156 |
| March | 142 | 153 | 157 | 134 | 145 | 153 | 168 | 174 | 168 |
| April | 142 | 149 | 157 | 134 | 140 | 155 | 167 | 175 | 163 |
| May | 140 | 148 | 155 | 131 | 144 | 153 | 167 | 158 | 160 |
| June | 138 | 150 | 165 | 129 | 145 | 163 | 165 | 164 | 170 |
| July | 138 | 156 | 157 | 129 | 150 | 157 | 168 | 174 | 156 |
| August | 139 | 158 | 155 | 128 | 149 | 154 | 172 | 183 | 158 |
| September | 138 | 160 | 164 | 127 | 153 | 158 | 173 | 181 | 181 |
| October | 140 | 166 | 153 | 128 | 162 | 154 | 175 | 177 | 152 |
| November | 141 | 173 | 160 | 130 | 172 | 159 | 177 | 177 | 163 |
| December | 143 | 177 | 163 | 132 | 171 | 159 | 179 | 192 | 175 |
| 1969 January p | 146 | 179 | 158 | 134 | 168 | 152 | 184 | 213 | 173 |
| February p | 149 | 178 | 160 | 134 | 162 | 156 | 193 | 225 | 169 |
| March p | 151 | .. | 158 | 135 | .. | 153 | 201 | .. | 172 |
| *Average:* | | | | | | | | | |
| Latest 3 months | 151 | 178 | 158 | 135 | 162 | 154 | 201 | 225 | 171 |
| Previous 3 months | 143 | 173 | 159 | 132 | 172 | 157 | 179 | 177 | 163 |
| Percentage increase ‖ | *5* | *3* | *0* | *2* | *-6* | *-2* | *12* | *27* | *5* |

† Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order VIII).
‡ At constant (average 1958) prices.
§ The figures shown against the months are three months centred moving averages.
‖ In the case of orders on hand the percentage increases compare the level at the end of the latest month shown with the corresponding level three months earlier.

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the month in Table 2 are three months centred moving averages of the seasonally adjusted figures, e.g. the figures shown against February are the averages of the seasonally adjusted figures for January, February and March.

## Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

**Production Series:**

**Monthly** at £1 a year, post free

*Foam Backing, Foam Laminating and Fabric to Fabric Bonding for March* 1969.
*Gramophone Records for March* 1969.
*Footwear for March* 1969.

**Quarterly** at 7s. 6d. a year, post free:

*Metal Working Machine Tools for October-December* 1968.
*Linen for January-March* 1969.

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* of May 14, on the back page.

## Northern Ireland index of production

THE provisional index of industrial production for Northern Ireland for March 1969 prepared by the Ministry of Commerce is 146 (1963=100). This is 2 points lower than for February 1969 and 4 points higher than for March 1968.

The index numbers for the main industrial groups with the increase or decrease on March 1968 shown in brackets are textiles 166 (+6 points); clothing 115 (−8); engineering and metals 123 (+5); food, drink and tobacco 111 (+2); timber and furniture 140 (−2); mineral products 123 (−11); other manufacturing industries 214 (+18); gas, electricity and water 192 (+30).

## New companies registered in Northern Ireland

IN THE month of April 1969, 26 private companies with a total nominal capital of £293,600 and one private company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-April 1969, 110 companies with a total nominal capital of £845,600 were registered as compared with 109 companies with a total nominal capital of almost £2,327,300 registered in the same priod in 1968.

## Index of retail prices for April

THE DEPARTMENT of Employment and Productivity announce that at April 22 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 131.7 compared with 130.3 at March 18. The principal changes affecting the index during the month were rises in the average levels of prices of tomatoes, potatoes and fresh fruit, whose prices vary seasonally, higher local rates and higher prices for petrol.

## Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, May 23, 1969.
Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | | BRITISH | |
| Open Forum | Br/E 34138 | 11 | May 19 | Monarch Film Corp. Ltd. | Donwin Productions Ltd. |
| Otley | Br/E 34142 | 91 | May 21 | Columbia Pictures Corp. Ltd. | Bruce Cohn Curtis Films Ltd. |
| The Violent Enemy | Br/E 34143 | 93 | May 21 | Monarch Film Corp. Ltd. | Trio Films Ltd. |
| Frankenstein Must be Destroyed | Br/E 34147 | 97 | May 22 | Warner-Pathe Distributors Ltd. | Hammer Film Productions Ltd. |
| Pathe News 69-41 | Br/E 33862 | 8 | May 23 | " " | Associated British-Pathe Ltd. |
| Pathe News 69-42 | Br/E 33863 | 8 | May 23 | " " | " " |
| Movietone News 2085 | Br/E 33810 | 7 | May 23 | Twentieth Century-Fox Film Corp. Ltd. | British Movietonews Ltd. |
| Movietone News 2085A | Br/E 33811 | 9 | May 23 | " " | " " |
| | | | | FOREIGN | |
| Playgirl | F 34136 | 88 | May 19 | Amanda Films Ltd. | Will Tremper Films, G.m.b.H., Berlin. |
| The Gendarme of St. Tropez | F 34137 | 85 | May 19 | Miracle Films Ltd. | Societé Nouvelle de Cinematographie, Paris and Franca Films, Rome. |
| Mackenna's Gold | F 34139 | 136 | May 20 | Columbia Pictures Corp. Ltd. | Highroad Productions Inc. |
| The Money Jungle | F 34140 | 75 | May 20 | Commonwealth United Entertainment (UK) Ltd. | United Pictures Corporation. |
| Panic in the City | F 34141 | 75 | May 20 | " " | " " |
| I Love You, Alice B. Toklas | F 34144 | 93 | May 21 | Warner-Pathe Distributors Ltd." | Warner Brothers-Seven Arts Inc. |
| Sons of Satan | F 34145 | 92 | May 21 | " " | Ultrafilm, Rome; Rhein-Main Film GmbH, Munich, and Productions et Editions Cinematographiques Francaise, S.A.R.L., Paris. |
| Walk the Hot Streets | F 34146 | 90 | May 21 | S.F. Film Distributors Ltd. | Lisa Film, GmbH, Munich. |
| Find a Place to Die | F34148 | 90 | May 23 | Miracle Films Ltd. | Aico Films, Rome |


# Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2.

# Exhibitions and Fairs

## British weeks in Tokyo and Vienna—will your goods get there on time?

BRITISH MANUFACTURERS and exporters who have received orders from shops in Vienna and Tokyo for goods to be displayed for sale during British Week Tokyo, September 26-October 5, and British Week Vienna, October 10-18, are reminded of the importance of getting their goods to the stores in good time.

They should consult their shipping and forwarding agents, their agents in Japan and Austria on all the time elements of shipping their particular products to these countries.

In Japan there can be considerable clearance delays (average 2-3 weeks) in the Port of Yokohama due to congestion there, and exporters must allow for this in their delivery timings.

Where time is short and there is any danger of goods intended for these major point of sale promotions missing the event, exporters are urged to send goods by air freight. The attitude of retail stores participating in British Weeks to further purchasing from British suppliers is likely to be adversely affected by failures on the part of firms to take adequate steps to cope with shipping and clearance problems.

## Princess Alexandra to open British Week in Vienna

HRH PRINCESS ALEXANDRA, accompanied by her husband the Hon. Angus Ogilvy, will open the British Week in Vienna on October 10.

The week (October 10 to 18) is organized by the Board of Trade in conjunction with the BNEC Export Council for Europe and the British Embassy in Vienna. It will be the largest event of its kind ever staged in Austria.

The British Week Office, set up by the Board of Trade over a year ago, has enlisted the suport of over 1,000 shops and department stores in the city target area which will concentrate on selling British consumer products of every description during the week.

A full programme of supporting events is being arranged. The British Week in Vienna is the eighth of the present series to be held in Europe and the third in an EFTA country. Previous British Weeks in Europe have been held at Düsseldorf and Denmark, 1964; Amsterdam and Milan, 1965; Lyons, 1966; Brussels, 1967; and Stockholm, 1968.

Two British Weeks have been held outside Europe: Hong Kong, 1966; and Toronto, 1967. Another British Week will be held in Tokyo this autumn (September 26 to October 5).

Already nearly 1,600 British firms have indicated that they wish to take advantage of British Week, Vienna.

## Export Print Exhibition opens at Design Centre

'WHAT is so different about using print for selling overseas?' This question was posed by Sir Peter Runge, chairman of the British National Export Council, when he opened the Export Print Exhibition at the Design Centre in London on May 20. Sir Peter went on to say that he believed that even greater skill and care and imagination should go into print for export purposes than it did for the home trade.

'The overseas customer may not understand English; he may not think like the British; he almost certainly does not act the way we do. If we are to persuade him to buy British we must reassure him that we understand his needs. That means clear and competent literature covering sales and service and spare parts.'

Print itself was a powerful medium for selling abroad. It could make or mar an export promotion. Even if sales were achieved, a customer who was subsequently exasperated by shoddy instruction manuals or confusing lists of replacement parts was a customer lost to future business.

The need for impeccable translation was obvious said Sir Peter, but translation was not the end of the matter—the manufacturer, his designer and his printer had to be aware of all kinds of factors in the chosen market. Ignorance of local conditions and taboos, reading habits and even colour preferences could be disastrous.

The British Federation of Master Printers and the Council of Industrial Design were to be commended for organizing the exhibition, for which there were more than 800 submissions.

The Export Print Exhibition, for which 300 exhibits have been selected by a panel of designers and printers under the chairmanship of Mr. Peter F. D. Tennant, director general of the BNEC, will remain open until June 21.

In making their choice of exhibits, the panel looked for a high standard of design and printing combined with fitness for purpose and suitability for the intended markets. Only print containing noticeable export content was chosen for the exhibition: for example, stationery, house journals, and calendars were only chosen if they had been designed with overseas use in mind.

The largest category of print in the exhibition shows nearly 150 sales brochures and leaflets advertising products as varied at data processing machines and light aircraft and brandy and hotel accommodation. In this section, and throughout the exhibition, the countries for which each piece of print is intended are indicated. Apart from showing how good design and printing contribute to clarity and impact, the export print on display reminds exporters of some of the more detailed points which need to be carefully considered if their print is to be completely effective. For example, the poster designed to advertise 'Omo' in Nigeria is careful to show the bright coloured clothes that are fashionable in Africa rather than the white sheets more normally associated with soap powder advertising in Britain.

## North East Development Council's Exhibition shows a dynamic industrial region

'THE MAIN characteristic of the industrial situation in the North as a whole today is change,' said Mr. Peter Shore, Secretary of State for Economic Affairs, at the opening of the North East Development Council's exhibition at the Royal Exchange, London, on May 19. 'The engineering and electrical goods industries are employing more men than the coalmines: both metal manufacturing and the chemical and allied trades employ more men than shipbuilding,' continued Mr. Shore. 'With this pattern of change, it is not surprising that over 13 per cent of the men working in the North last year were employed in the construction industry, compared with 10½ per cent for Great Britain as a whole. Those of you who have travelled in the North recently, as I have, will have seen the new factories going up, the huge industrial estates and the new roadworks.'

Mr. Shore said that the progress made in the North in dealing with the still serious problems resulting from the continuing contraction of traditional industries was indeed impressive, not only in attracting new jobs, but in revitalizing the environment of the region. As a result of idc approvals since 1965 over 80,000 new jobs were being created in a wide range of industries.

The Government were playing a major role by providing massive incentives to industry in the development areas, and these gave the region a most powerful battery of measures to attract new jobs. Under the Industrial Development Act of 1966 virtually the whole of the Northern region enjoyed development area status, bringing solid benefits to industrial development. The regional employment premium for manufacturing industry alone was bringing the North nearly £30 million a year in Government assistance. There was a big regional differential investment grant. The total government outlay on encouraging industry in the region for the past financial year had reached over £100 million. The large number of firms attracted to the North provided a clear evidence that these incentives were a real magnet to management.

But Mr. Shore stressed that successful regional policy must be a balanced policy. Financial incentives to industry were vitally important, but they were not enough. 'We also need to bring about a big improvement in the environment, as we are doing. Our policy cannot be one of limited cover. It must be, and is, a comprehensive policy.'

## *British Pavilion at Baghdad: closing date for applications extended*

AS PREVIOUSLY announced in the *Board of Trade Journal*, a British Pavilion will be organized by the Board of Trade at the Bahgdad International Fair, October 1-30. It has now been possible to extend the closing date for acceptance of applications to the Board of Trade to June 11. These should be made to Trade Fairs Branch, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Mr. Edmonson or Mr. Harding Tel. 01-222 7877, Ext. 2787 or 3348).

Applications will also be received at the Commercial Section of the British Embassy at Baghdad until June 7.

Firms participating, directly or through their agents, will be charged 25s. per square foot for space, with shell stand, inside the pavilion and 10s. per square foot for outside space, prepared for exhibition. A cheque for 50 per cent of the total rent payable should accompany applications. This cheque is returnable if the pavilion for any reason is not organized, but is retained if the pavilion goes ahead and the applicant later wishes to withdraw.

## *Mining exhibition was 'first-class selling event'*

THE MINING and Metallurgical Exhibition, held at Alexandra Palace, London, from May 5 to May 8, was, say the organizers, in the words of one of its exhibitors, 'a first-class selling event'. It was the first occasion upon which an exhibition had been held in conjunction with the Commonwealth Mining and Metallurgical Congress.

Total attendance at the exhibition for the four days was 6,507 — an average of 180 visitors per hour during the entire period of its run. Analysis of the attendance showed that visitors drawn from the delegate at the Congress totalled 758. Group visits from industrial parties and students of mining and metallurgy totalled 442. Attendance by overseas visitors was estimated at about 15 per cent of the total, and was drawn from 44 countries.

Figures available for business transacted or initiated at the exhibition revealed a total of £3,033,660 worth of orders and inquiries. This is based upon returns from just over 50 per cent of the exhibiting companies, and includes £122,410 worth of firm orders from overseas and £2,168,300 worth of overseas inquiries (by 'inquiries' is meant 'those inquiries which, in the opinion of the exhibitor, are calculated to lead to sales or contracts within twelve months from the date of the exhibition').

170 companies were represented at the Mining and Metallurgical Exhibition, of whom 38 were foreign, representing ten countries.

## *Improved services for overseas visitors at 1969 Royal Show*

THIS YEAR'S Royal Show, to be held at the National Agricultural Centre, Kenilworth, from July 1 to 4, will have a new International Pavilion, which will offer improved services to overseas visitors.

As a result of the distribution of information about the Royal Show by means of a brochure in seven language versions, 700 applications for tickets have to date already been received from over 50 countries. These include parties from New Zealand, Italy, Finland, Japan, Israel, the Saskatchewan Wheat Pool, Canada, Belgium and Rumania.

Among the important overseas visitors expected will be the Emir of Kano, Nigeria; Prince Chahram Pahlavi of Iran; the Director of the Uganda Development Corporation and several Ministers of Agriculture.

### SCENES FROM UNITED STATES AND NETHERLANDS FAIRS

*Left: This general view of the 'British Aisle' at the 31st New York Premium Show gives some idea of the large number of business visitors attracted to the British stands. Right: Mr. John Freeman, HM Ambassador to the United States, meets British exhibitors at the show. Left to right, Mr. Jay Thalheim (fair promoter), Mr. G. Neill Tobin (manager, General Electric Co.), Mr. Freeman and Mr. E. R. Clarke (president, British Premium Manufacturers Association).*

*Left: Buyers at the National Packaging Exposition, Chicago, inspect a labelling machine displayed on the stand of Electronic Controls Ltd. Right: British stands at the Utrecht Building and Heating Exhibition.*

## *Variety of British foods on show at Atlantic City*

**by Peter Manning-Smith, Vice-Consul (Commercial), British Consulate-General Philadelphia**

NINE British firms were involved for the first time in a joint venture at the mammoth trade show organized by the Supermarket Institute of America at Atlantic City, New Jersey (May 11-14). Their products were shown in a unitized open display designed by the Central Office of Information and prepared in conjunction with the British Food Export Council. Similar displays were organized by import/export groups associated with Canada, the Federal Republic of Germany, Holland and Denmark.

According to one of the participants, Mr. O. S. Anderson, director of British Fish Canners' (Fraserburgh) Ltd. of Edinburgh, 'This is a show where old friends get together and new contacts are made. It is an ideal vehicle for British firms who want to go from the gourmet into the supermarket trade.'

Another exhibitor was impressed by the global coverage of the show, with visitors from places as far away as South America and Japan. One group of Japanese businessmen was interested in the British effort because of the bearing it had on their purchases of British food items for the British Week in Tokyo next autumn.

Participants on the British stands, largely manned by United States importers, were generally more concerned with the promise of re-ordering and new business after the show than they were in the value of any orders taken. This was a natural approach for United States based agents but the view was also shared by certain members of the British contingent seeking to broaden the extent of their market coverage and relying on regional distribution in preference to an exclusive national franchise.

The British range included items traditional to the American palate such as tea (Ridgways), tinned sardines, herrings and kippers (British Fish Canner), biscuits (Chiltonian), toffees and sweets (Stardust Confectionery and Matlow Brothers). Newer products not generally known but growing in their popularity were Scottish shortbread and oatcakes from Patterson Scottish Shortbread Limited and a steak and kidney pie from Tyne Brand Products Limited of Newcastle. Tied in with the Chiltonian display was a line of Marella pickles which have found ready acceptance in many American supermarkets. Also featured was the popular range of Escoffier savoury sauces ideal for the gourmet sections of the big stores. Cadbury-Fry were seen with their own fine display in another section of the hall and there was a broad sprinkling of British food and non-food items on stands of nine other import houses scattered throughout the hall.

The importance of this show may be measured by the attendance of approximately 11,000 to see 550 exhibits featuring a complete range of food and non-food products together with related service equipment used by supermarkets for the preparation, packaging, display and vending of merchandise.

## *Britain notches up $2 million worth of business at Chicago tool show*

**By Harry D. Hall, British Consulate-General, Chicago**

A TOTAL of 34 British machine tool builders participated in a joint venture exhibit at the ASTME International Tool Show held in the Amphitheatre, Chicago from May 5 to 9.

The group, sponsored by the Machine Tool Trades Association and supported by the Board of Trade, mounted one of the largest and most impressive British engineering exhibits ever seen in the United States. It covered an area of approximately 14,500 square feet and occupied nearly one-third of Donovan Hall. A good cross-section of the British machine tool industry was represented showing their machine tools working under power and normal load conditions. In the words of one American industry executive – 'The British machine tool industry looked as if it certainly meant business' – and indeed they did! The British executives and their sales engineers rolled up their sleeves in true British fashion and at the close of the show they had written up nearly $2 million in firm business and had in addition received about 2,000 serious trade inquiries.

It was reported that two British firms wrote up a $4 million within the first two hours of the official show opening. In addition, many of them appointed new distributors to complete their nationwide coverage and others obtained representation for the first time in the United States.

Apart from the business they have done with American user firms and agents they also obtained business from Federal German and Japanese visitors to the exhibition. One British company reported that they were fairly certain of obtaining an order from a large European manufacturer estimated at $1 million. This came as a complete surprise to the British firm because they had no prior knowledge of the interest.

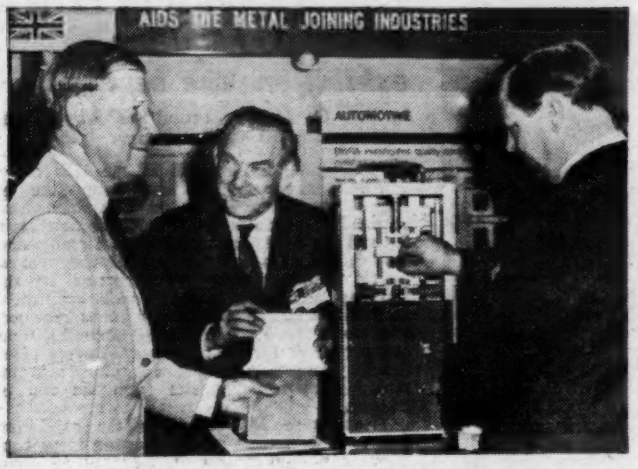
The ASTME exhibition as a whole was the largest ever mounted by the organizers. It covered the entire area of the International Amphitheatre which occupies about 550,000 square feet. Approximately 650 companies displayed their equipment valued at $20 million and the exhibition attracted a record breaking crowd of 50,000. The previous highest attendance was 44,000 when the show was held in Chicago during 1967.

One interesting fact which emerged was the high calibre of the visitors. Many of them were senior executives who had come to the exhibition with the serious intention of buying. It was suggested by certain United States experts and the press that the large attendance, and the orders being placed, were partly due to the threat of the repeal of the 7 per cent investment credit by the United States Government. Others reported that the need to expand and modernize obliges them to buy new equipment whether or not the tax credit is repealed.

ASTME has emerged as a truly international machine tool exhibition. In addition to the British group, there were official national exhibits from Canada, France, Spain, Italy and Japan. Other countries well represented at the exhibition were the Federal Republic of Germany, Austria, Belgium, Denmark, Portugal, Israel, Poland, Czechoslovakia, Sweden and Switzerland. Together, they occupied about one-third of the exhibit space in the Amphitheatre. Several papers were presented by British and other overseas scientists and engineers at the technical conferences which were run concurrently with the exhibition. Mr. Richard E. Reason of Rank Precision Industries Limited was honoured by the ASTME Society by the award of the ASTME Research Medal for his work on surface measurement and topography. Mr. Reason was also the keynote speaker at the Awards Banquet. HM Consul-General Mr. A. K. Rothnie visited the show on two occasions and a joint reception was given by the Machine Tool Trades Association and the British Consulate-General in the Founders Hall of the famous Stockyard Inn for the British participants and their American guests. Over 100 persons attended.

Next year's event will be held in Cobb Hall, Detroit from April 13-17 at which a larger amount of space has already been booked for a British joint venture.

*The British section at the ASTME International Tool Show, Chicago, where 34 machine tool builders mounted one of the most impressive British engineering exhibits ever seen in the United States.*




*Mr. Eric Jennett (right), of the British Welding Research Association, demonstrates the world's smallest friction welding machines to Mr. Martin J. Moynihan, HM Consul-General, Philadelphia, at the American Welding Society's Exhibition, Philadelphia. Dr. R. Weck (centre), director general BWRA, is holding a sample of steel to aluminium friction weld.*

*Mr. A. H. Ballantyne (left), HM Consul-General, examines furs on one of the British stands at the Frankfurt International Fur Fair. With him is Mr. S. Reiss, treasurer of the British Fur Trade Association.*

## *'Resounding success' at Frankfurt Fur Fair*

**A report from the British Consulate-General, Frankfurt**

THE FRANKFURT International Fur Fair, which took place from April 23-27, attracted more British exhibitors this year than ever before. Thirty-nine British companies showing a full range of skins, fur plates and fur garments, participated in a joint venture mounted by the Board of Trade in collaboration with the British Fur Trade Association, and six more British firms exhibited independently.

This was the biggest ever Frankfurt fur fair in terms of exhibition area, numbers of exhibitors and trade visitors. All exhibitors were located for the first time in the very large Hall 5 in the Frankfurt fair grounds, which provided a net exhibition area of 21,000 square meters. There were 390 exhibitors including 102 from 20 foreign countries, and more than 25,000 trade buyers visited the fair, of whom nearly half came from abroad.

The prevailing impression at this year's fair was of a high level of activity and most exhibitors felt that business had maintained its upward swing. This was certainly the case with the British companies who, almost without exception, reported excellent results, and there is no doubt that the British joint venture exhibitors, in their spacious open stands which were constantly thronged with foreign buyers, have established themselves as a major attraction at this fair. As usual, British companies did most of their business with the EFTA countries, particularly Scandinavia and Switzerland, but many had also overcome high EEC tariffs to win orders from the Federal Republic of Germany, Italy and Holland. Good business was also reported with North American and Japanese buyers. As might be expected, the long-established British exhibitors found that repeated participation at this event is now paying rich dividends. One company reported that it had taken more business on the opening day than in the whole of the 1968 fair, another had booked orders to the value of £100,000, and a third had sold its entire production for the next six months. British companies exhibiting for the first time also reported encouraging results. One 'first-timer' said that he had booked orders to the value of £30,000 and another reported tremendous interest in a fur processing machine he was exhibiting. The long-established independent group of British exhibitors, nearly all dealing in skins and fur plates as opposed to garments, had enjoyed an equally successful fair and reported excellent results.

The steep rise in the price of many skins during the last 12 months was reflected in the marked interest which buyers showed in the cheaper and medium priced furs (rabbit, nutria, lucca lamb, beaver lamb, musquash, marmot, red fox, etc.) as opposed to the more expensive furs which met considerable price resistance. 'Fun furs' for the young were again in great demand, and natural colours seemed to be coming back into vogue.

Staff of the British Fur Trade Association manned an information stand at a focal point of the British joint venture and dealt with a stream of inquiries about the British fur industry during the course of the fair. On April 25 HM Consul-General, Mr. A. H. Ballantyne, and HM Consul, Mr. J. D. Lewis, accompanied by Mrs. Ballantyne and Mrs. Lewis, visited the joint venture group of exhibitors who were able to report to them a high level of activity and excellent results.

The British exhibitors are by far the largest foreign contingent at the Frankfurt fur fair, and have established themselves as a dominant force at this event. Their well-deserved successes, based on a flair for imaginative design, fine craftsmanship and keen prices, have once again amply demonstrated the ability of the British fur industry to maintain its fine export record in the face of fierce competition at this most important international fair.

## *Bakery machinery exhibition will be UK's largest*

'THE BIGGEST exhibition of bakery machinery ever staged in this country," was how Interbake '69, the 47th International Bakers and Confectioners Exhibition, was described by Dr. E. H. T. Hoblyn, director, Bakery Equipment Manufacturers' Society, at a conference in London to disseminate information about the show which will be held at Olympia from September 6 to 11.

Dr. Hoblyn stressed that the baking industry was extremely export-minded. Exports last year, excluding ovens, had amounted to nearly £3½ million, of which 18 per cent had gone to the European Economic Community.

The theme chosen for Interbake '69 is 'High Speed Baking in the '70s', and Dr. Hoblyn pointed out that this was a field in which Britain led the world. Visitors will be able to inspect a complete range of plant, machinery and equipment for the production and packaging of bread, biscuits and cakes. Raw materials and ingredients for the baker and confectioner will also be on show.

A feature of the exhibition will be an increased international representation which will include displays by exhibitors from France, Germany, Holland, Spain, Sweden and the United States.

The organizers report that the event is already attracting a large amount of attention among potential overseas visitors. Expressions of interest and requests for information have been received from Denmark, Finland, France, Germany, Holland, Iceland, India, Italy, Norway and Sweden, and inquiries are now being received from even further afield.

Interbake '69 is organized by The Trades' Markets and Exhibitions Ltd. (a member of the Industrial and Trade Fairs Holdings Group) and sponsored by the Bakery Equipment Manufacturers' Society and the National Association of Master Bakers and Confectioners.

**ELEPHANTIDE** (REGD.)
INSULATING PRESSBOARD
*for all Oil Immersed Electrical Apparatus such as*
TRANSFORMERS, SWITCHGEAR, etc.
*Also* PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

*A BBC film operator filming at the Department of Employment and Productivity stand ITEX '69, the 3rd International Training Exhibition and Symposium, held recently at Belle Vue, Manchester. Centre to right: Mr. John Clarke, managing director of John Clarke (P. R.) Ltd., organizer and originator of ITEX Exhibitions, Lord Mottistone, director of the Distributive Industry Training Board, and Mr. Roy Hattersley, Joint Parliamentary Under Secretary of State, Department of Employment and Productivity, who opened the exhibition. More than 80 companies and organizations participated in ITEX, where visitors were able to see in action a wide range of training aids, many of them on show for the first time.*

# *Twenty-two countries represented at Tokyo Trade Fair*

**A report from the Commercial Department, British Embassy, Tokyo**

RENOWNED enthusiasts for fairs and exhibitions, the Japanese flocked in their thousands to this year's International Trade Fair which was held as usual at Tokyo's Harumi Fairground, along the edge of Tokyo Bay. Formally opened on April 17 by Dr. Ryokichi Minobe, mayor of Tokyo, the fair attracted 2.6 million visitors during its 20-day run, including over 11,000 registered buyers from 85 countries. All nine permanent exhibition halls were utilized to the full, with two of them given over to foreign exhibitors; much of the surrounding areas were used, both for temporary pavilions and for outdoor exhibits. In all, over 2,000 firms participated, occupying a total area of 4,518 booths. Total business concluded at the fair is estimated at £30 million, including orders taken at the 15 foreign government sponsored stands.

Well organized and more international in flavour than previous ones – there was participation by 22 foreign countries in all – this year's fair had as its dominant theme the latest and best of Japan's highly advanced electrical and electronic industries. Hall No. 9, the hall with most instant appeal for visitors, housed a wide range of hi-fi, stereo and television equipment. Live shows by Japanese celebrities were televised and broadcast throughout the hall on a closed-circuit network, attracting great interest.

However, among the Japanese exhibitors generally, there was a greater emphasis on capital equipment than on consumer goods, whereas foreign exhibitors gave attention to consumer products, particularly the Americans and Austrians.

For the second time running, member firms of the London Chamber of Commerce participated on joint venture terms with the Board of Trade and this year occupied an area of more than 3,000 square feet in Hall 4. Latest developments covering a wide range of British goods were presented by 16 well-known companies, the selection including diesel motors, and diamonds, boats and tin-box making machines. The stand itself, designed by the Central Office of Information in conjunction with the exhibitors, was bright and functional in design and included a London Chamber of Commerce Information lounge and counter which were the centre of interest for visitors seeking trade advice.

Notable among the various successes on the British stand was a versatile machine capable of munfaucturing up to 100 tin cans per minute. Continuous demonstrations of this machine drew large crowds and considerable orders were placed with the local agents.

Another company which aroused much interest was a manufacturer of a wide range of do-it-yourself products for the home handyman, including tiles, cement paints and heat-resistant adhesives. With the growing improvement in living conditions in Japan, the market for this type of product over the next few years is likely to increase considerably. This was also the view of another exhibitor, offering chemical additives for the building industry, who was equally encouraged by the prospects.

Several exhibitors at this year's show had taken part in previous international fairs, both in Tokyo and in Osaka, thereby demonstrating the value of this kind of general fair for their products. For those with no previous experience of the International Trade Fair in Japan, the show proved to be a valuable introduction to one of the most promising markets of the world. In 1970 the Osaka Fair will be devoted to engineering products only, and in 1971 the Tokyo event will cover both capital and consumer goods.

**ADVERTISEMENT INQUIRIES FOR THE JOURNAL**

Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (Tel. 01-248 9876, Ext. 6147).

# *British showing at Paris materials handling exhibition 'the best yet'*

**by Roy O. Barnes, Second Secretary (Commercial), British Embassy, Paris**

TWO DAYS before the end of the 13th Salon International de la Manutention and the 1st Exposition Internationale du Container, held at the Palaise de la Defense Exhibition Hall, Paris, May 6-14, exhibitors were already describing the show as 'better than last year's' which itself was acclaimed a success. By the last day they were bubbling with excitement at the increased number of inquiries received, and look forward to 1969 and 1970 as bumper years for their industry. Buyers came mainly from France, but exhibitors also reported numerous inquiries from the rest of Europe.

There were 361 stands in the exhibition hall and 35 outside stands showing large container handling equipment. Roughly one-third of the show consisted of foreign made equipment, shown mainly on their agents' stands. Germany led the field numerically with 73 firms, with Britain (37) and the United States (32) running second and third. The impact of British participation, however, led by the comprehensive ranges of equipment manufactured by such firms as Lancer Boss, Lansing Bagnall, Hyster Overseas and Coles, and the advanced control equipment made by Hawker-Siddeley Dynamics, was much greater than numbers suggest. Demonstrations played a very important part in drawing attention to British stands.

The biggest eye-catcher in the show was certainly the massive Lancer 2500 Series Sideloader demonstrated by driver Jim West, who despite a severe leg injury sustained on the second day of the exhibition, continued for the remaining seven days of the show to attract large crowds. He made his unique 36-ton charge (an extra 25 tons with loaded container) perform with such precision that onlookers gaped with admiration. Mr. G. A. Castel, area sales manager of Lancer Boss Limited, who led his team to Paris with a range of 30 side and front loaders, will be delivering his second 2500 Series model to France in about a month's time. The other vehicle is in use at Rouen where its flexibility is demonstrated by the fact that apart from handling containers its main value to the port authorities is the speed with which it can clear the wharf of large deliveries of uncut timber.

Agents of other British firms expressed themselves very satisfied at the way the exhibition has developed as a platform from which to sell their principals' goods. They were also pleased that the British materials handling industry was seen to be so strong at the exhibition, and so advanced in techniques. They felt that British firms did much to help each other by presenting so much quality equipment in the same hall.

The need to mechanize as many stages of handling as possible is keenly felt in France, and although much resistance to the adoption of modern methods still has to be overcome, especially among the large number of smaller businesses which still exist, agents are reporting that while their job is often difficult it is also very rewarding. British manufacturers of advanced equipment can look to France as an expanding and increasingly receptive market.

**OVERSEAS COMMERCIAL POSTS**

*Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of March 14 issue.*

# SPOTLIGHT ON OVERSEAS TRADE No. 23

An informative survey of the South African market is to be found in the Midland Bank's pamphlet:

## 'TRADING WITH SOUTH AFRICA'

This is the latest in the "Spotlight" series of pamphlets which the Midland Bank issues from time to time on matters of topical interest relating to overseas trade.

Copies of this pamphlet can be obtained from any of the Bank's 2,700 branches or by filling in and sending to us the coupon below.

Please send me the Bank's pamphlet entitled
'TRADING WITH SOUTH AFRICA'

*I should also like copies of the previous issues of "Spotlight" as ticked*

- Selling to Holland ☐
- Selling to Brazil ☐
- Finance for Exports ☐
- Documents for Exports ☐
- Selling to Sweden ☐
- Trading with Western Germany ☐

NAME _____
(BLOCK CAPITALS PLEASE)

ADDRESS _____

_____

To: The Panel for Overseas Trade Development, Midland Bank, Overseas Branch, 60 Gracechurch St., London EC3. Tel: 01-606 9944

**Midland Bank**

*EXPERT AID FOR EXPORT TRADE*

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *UAR and Turkey*

THE UAR and Turkey signed a trade protocol on March 26, in Cairo, which envisages trade exchanges to the value of $14 million.

Egyptian exports to Turkey are to include cement, rice, iron products, raw phosphates and superphosphates.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

### *France and Hungary*

THE FRENCH *Moniteur du Commerce International* of May 10 published details of an additional Protocol signed at Paris on April 29, 1969, to the long term trade agreement of February 15, 1966, between Hungary and France, the Republics of Central Africa, Gabon, Upper Volta, Chad and the Islamic Republic of Mauritania.

The Protocol is for the year 1969 and modifies certain quotas for Hungarian exports to France.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

### Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

COME FORTH
LEITH - GRANGEMOUTH - GRANTON - BURNTISLAND - METHIL - KIRKCALDY
*the port complex which is*
FORTH PORTS AUTHORITY
Six ports are now one. . . one integrated port system with excellent facilities for both ships and cargoes. . . styled for the container age and speaking with authority — FORTH PORTS AUTHORITY
SHIP via FORTH PORTS
*Enquiries to*
Commercial Officer,
FORTH PORTS AUTHORITY, LEITH, EDINBURGH EH6 7DB, SCOTLAND
Telephone: 031-554 6473

# *Opportunities for exporters—calls for tender*

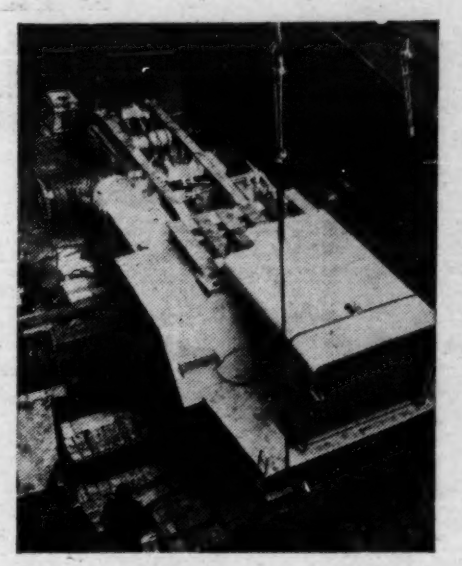
*Brief details are given below of some Calls for Tender reported in recent issues of the* **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

*Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*The date given in the announcement is the last date for the receipt of bids.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*



*Elder Dempster Lines' cargo liner 'Dunkwa' is making a special voyage to Lower Buchanan, Liberia to deliver a consignment of three 45-ton rear dumper trucks to Lamco Ltd., a mining company. The three trucks are being shipped by John Blackwood Hodge Ltd., Northampton.*

**ARGENTINA**

**Bulletin 94/69**
OBRAS SANITARIAS DE LA NACION:
*42s. (Documents in Spanish.) **Water Purification Plant and Equipment.** September 23. E.S.B. 20769/69/J.

**AUSTRALIA**

**Bulletin 94/69**
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
*45s. **Butterfly Valve.** June 30. E.S.B. 21133/69/J.

**Bulletin 95/69**
NATIONAL CAPITAL DEVELOPMENT COMMISSION:
**Construction of Building.** June 17. E.S.B. 21134/69/J.
**Sprinkler Systems, Thermal Alarm System.** June 24. E.S.B. 21135/69/J.
**Electrical Fittings and Equipment.** June 24. E.S.B. 21136/69/J.
**Windows and Doors.** June 24. E.S.B. 21137/69/J
**Lifts.** June 24. E.S.B. 21138/69/J.
DEPARTMENT OF WORKS:
**Cableway, Mechanical and Electrical Equipment.** July 1. E.S.B. 21420/69/J.

**Bulletin 96/69**
CO-ORDINATOR GENERAL'S DEPARTMENT:
**Construction of Riverside Expressway.** July 14. E.S.B. 21473/69/J.
POSTMASTER-GENERAL'S OFFICE:
*Electrical Testing Equipment. (Further Information.) E.S.B. 15719/69/J.

**Bulletin 97/69**
**Radio Beacons.** Postponed to July 29. (Further Information.) E.S.B. 17584/69/J.

**Bulletin 98/69**
NATIONAL CAPITAL DEVELOPMENT COMMISSION:
**Air Conditioning and Mechanical Services.** June 24. E.S.B. 21589/69/J.
DEPARTMENT OF PUBLIC HEALTH:
**Cobalt Bomb Unit.** (Advance Information.) E.S.B. 21336/69/J.
ELECTRICITY COMMISSION OF VICTORIA:
**Conveyor System; Control Equipment and Dust Extraction Plant.** Postponed to June 17. (Further Information.) E.S.B. 17392/69/J.
NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
**Relays.** July 2. E.S.B. 21942/69/J.

**Bulletin 99/69**
NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*85s. **Circuit Breakers.** July 9. E.S.B. 21940/69/J.
*43s. **Post Insulator Stacks.** July 9. E.S.B. 21941/69/J.

**BELGIUM**

**Bulletin 96/69**
DIRECTION GENERALE DES ACHATS, FORCES ARMEE:
**Forging and Stamping Furnace.** June 12. E.S.B. 21437/69/J.

**BURMA**

**Bulletin 95/69**
PEOPLE'S FOOTWEAR FACTORY:
*4s. **Bag and Suitcase Manufacturing Materials.** June 30. E.S.B. 21193/69/J.
MINISTRY OF DEFENCE:
*3s. **Turbine Pumps.** June 20. E.S.B. 21194/69/J.
STATE TIMBER BOARD:
*4s. **Air Compressors.** July 15. E.S.B. 21195/69/J.

**Bulletin 96/69**
ELECTRICITY SUPPLY BOARD:
*26s. **Cables.** July 10. E.S.B. 20789/69/J.
*3s. **Packing and Jointing Materials.** June 30. E.S.B. 20790/69/J.
*5s. **Electrical Materials.** July 7. E.S.B. 20791/69/J.

**CANADA**

**Bulletin 95/69**
SASKATCHEWAN POWER CORPORATION:
*93s. **Overhead Gantry Crane.** (Further Information.) E.S.B. 19965/69/J.

**Bulletin 98/69**
DIRECTOR OF PURCHASING, CITY OF REGINA:
*72s. **Digital Data System.** June 10. E.S.B. 21908/69/J.

**CEYLON**

**Bulletin 96/69**
CEYLON CEMENT CORPORATION:
*14s. **Gypsum.** June 25. E.S.B. 21451/69/J.
EASTERN PAPER MILLS CORPORATION:
*9s. **Starch.** July 24. E.S.B. 21452/69/J.
*10s. **Bleached Sulphite Pulp.** July 10. E.S.B. 21453/69/J.
*10s. **Unbleached Kraft Pulp.** July 17. E.S.B. 21454/69/J.
COLOMBO MUNICIPAL COUNCIL:
*1s. **Pipes and Fittings.** June 19. E.S.B. 21455/69/J.

**Bulletin 98/69**
MINISTRY OF HEALTH:
*1s. (Press Notice.) **Pharmaceuticals.** July 8. E.S.B. 21924/69/J.
DEPARTMENT OF GOVERNMENT ELECTRICAL UNDERTAKINGS:
*4s. **Air Conditioning Plant and Equipment.** June 23. E.S.B. 21923/69/J.
INDUSTRIAL DEVELOPMENT BOARD:
**Workshop Machinery and Equipment.** July 20. E.S.B. 21925/69/J.

**CHILE**

**Bulletin 98/69**
ENDESA-EMPRESA NACIONAL DE ELECTRICIDAD:
*18s. **Circuit Breakers.** June 23. E.S.B. 21575/69/J.

**COLOMBIA**

**Bulletin 95/69**
MINISTEIRO DE OBRAS PUBLICAS:
**Construction of Highway.** June 12. E.S.B. 21417/69/J.

**COSTA RICA**

**Bulletin 99/69**
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*2s. (Documents in Spanish.) **Telephone Lines Materials.** June 30. E.S.B. 21946/69/J.

**CYPRUS**

**Bulletin 98/69**
*1s. **Copper Conductors.** June 26. E.S.B. 21572/69/J.

**GREECE**

**Bulletin 94/69**
AGRICULTURAL BANK OF GREECE:
*37s. **Cold Storage Equipment.** June 23. E.S.B. 21102/69/J.
MINISTRY OF COMMERCE:
*11s. **Physics Instruments and Apparatus.** June 13. E.S.B. 21101/69/J.
*3s. **Stencil Correction Fluid.** June 6. E.S.B. 21103/69/J.
*11s. **Laboratory Equipment and Materials.** June 16. E.S.B. 20800/69/J.

**Bulletin 98/69**
MINISTRY OF COMMERCE:
*Blood Donor Equipment. June 18. E.S.B. 21550/69/J.
SOCIAL INSURANCE HEAD OFFICE:
*8s. **Chemicals; Pharmaceuticals; Reagents.** July 15. E.S.B. 21586/69/J.
PUBLIC POWER CORPORATION:
**Galvanized Electrodes.** June 20. E.S.B. 21592/69/J.
**Electronic Tubes.** June 12. E.S.B. 21594/69/J.
**Lightning Arresters.** June 26. E.S.B. 21595/69/J.
**Measuring Equipment.** June 17. E.S.B. 21597/69/J
MINISTRY OF COMMERCE:
*10s. **Photographic Films and Paper.** June 18. E.S.B. 21585/69/J.

**(Continued on page 1521)**

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

*If you would like a specimen copy get in touch with the Editor,* **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

# **Information** about Australia and New Zealand

## –are you interested?

**With more than 1,100 branches and agencies we know our countries well, and our booklets "Business Man's Guide to Australia", "Investment and Industry in New Zealand" and "New Zealand Traveller's Guide to Auckland" will tell you all you'll want to know.**

**These are only three of our many publications. All are available at our Head Office in London.**

***To obtain your free booklets contact us today.***

# A.N.Z. Bank

A·N·Z AUSTRALIA AND NEW ZEALAND BANK LIMITED
HEAD OFFICE: 71 CORNHILL, LONDON, E.C.3. TEL: 01-283 1281

## INDIA

**Bulletin 95/69**

DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*Head Turning and Reamering Machine. (Further Information.) E.S.B. 19918/69/J.
HINDUSTAN COPPER LTD.:
*32s. Spectrophotometer. (Further Information.) E.S.B. 15759/69/J.
*33s. Calculating Machines. (Further Information.) E.S.B. 15762/69/J.

**Bulletin 96/69**

HINDUSTAN COPPER LTD.:
*33s. Balances. (Further Information.) E.S.B. 15761/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*Milling Machines. (Further Information.) E.S.B. 19917/69/J.
*40s. Sectioning Insulator. (Further Information.) E.S.B. 20775/69/J.
HINDUSTAN COPPER LTD.:
*32s. Pulverizer. (Further Information.) E.S.B. 15756/69/J.
*32s. Sampling Rifflers. (Further Information.) (E.S.B. 15757/69/J.
OFFICE OF THE CHIEF ENGINEER:
Chemical. (Further Information.) E.S.B. 17976/69/J.
HINDUSTAN COPPER LTD.:
*34s. Machine Tools. (Further Information.) (E.S.B. 15758/69/J.
*33s. Refractive Index Liquids. (Further Information.) E.S.B. 15760/69/J.
MINING AND ALLIED MACHINERY CORPORATION LTD.
Flexible Hose. June 10. E.S.B. 21457/69/J.

**Bulletin 97/69**

HEAVY ENGINEERING CORPORATION LTD.:
*14s. Crane Control Units. June 18. E.S.B. 21458/69/J.

**Bulletin 98/69**

BHABHA ATOMIC RESEARCH CENTRE:
*5s. Rotary Pump. (Further Information.) E.S.B. 19497/69/J.
ELECTRICITY ELECTRICAL PROJECTS, ORISSA:
Penstock Rupture Detection Device. July 5. E.S.B 21933/69/J.
NATIONAL COAL DEVELOPMENT CORPORATION LTD.:
Construction of Coal Handling Plant. June 29. E.S.B. 21902/69/J.
OIL AND NATURAL GAS COMMISSION, ANKLESHWAR PROJECT:
Steel Rods, Angles, Plates, etc. June 10. E.S.B. 21904/69/J.

**Bulletin 99/69**

HEAVY ELECTRICALS (INDIA) LTD.:
Isolators. June 10. E.S.B. 21780/69/J.

## IRAN

**Bulletin 95/69**

IRANIAN TOBACCO MONOPOLY. Paper July 17, 20, 22, respectively. E.S.B. 20756/69/J, 20750/69/J, 20751/69/J.

**Bulletin 99/69**

IRANIAN STATE RAILWAYS:
*13s. Pumps. July 5. E.S.B. 21948/69/J.

## IRAQ

**Bulletin 96/99**

MINISTRY OF DEFENCE:
*4s. Shoe Manufacturing Raw Materials. (Further Information.) E.S.B. 18122/69/J.

**Bulletin 97/69**

MINISTRY OF HEALTH:
Laundry Plants. July 5. E.S.B. 21529/69/J.
MINISTRY OF FINANCE:
Newsprint Paper. June 22. E.S.B. 21531/69/J.
Paper. June 22. E.S.B. 21532/69/J.
MINISTRY OF DEFENCE:
Bicycles. June 21. E.S.B. 21566/69/J.
MINISTRY OF OIL AND MINERALS:
*17s. (In Arabic and English.) Pipes and Fittings. June 21. E.S.B. 21517/69/J.
CHAMBER OF COMMERCE:
Stiffener Board. June 10. E.S.B. 21540/69/J.
DIRECTOR-GENERAL OF RAILWAYS:
Railway Sleepers. (Further Information.) E.S.B. 9858/69/J.
MINISTRY OF HEALTH:
*3s. Sera and Vaccines. (Further Information.) E.S.B. 20539/69/J.
CENTRAL FOREIGN PURCHASING BOARD:
*3s. Cooking Pots. June 22. E.S.B. 21515/69/J.
IRAQI PORTS ADMINISTRATION:
*4s. Brass Rods and Hexagon. June 18. E.S.B. 21518/69/J.
*4s. Lathes and Drilling Machines. July 2. E.S.B. 21519/69/J.
*3s. Fork Lift Trucks. July 2. E.S.B. 21521/69/J.
*2s. Welding Rods and Flux. July 2. E.S.B. 21522/69/J.
IRAQI PORTS ADMINISTRATION:
*4s. Bolts and Nuts. June 25. E.S.B. 21525/69/J.
Bolts and Nuts. June 25. E.S.B. 21556/69/J.
MINISTRY OF DEFENCE:
*1s. Leather Board Production Plant. (Further Information.) E.S.B. 18123/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Steel Poles. June 10. E.S.B. 21526/69/J.
Diesel Operating Sets. June 24. E.S.B. 21527/69/J
MINISTRY OF OIL AND MINERALS:
Steel Plates. June 14. E.S.B. 21480/69/J.

**Bulletin 98/69**

MINISTRY OF DEFENCE:
Trousers. June 21. E.S.B. 21565/69/J.
Blankets; Sleeping Bags. June 17. E.S.B. 21571/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*9s. Channel Iron. (Further Information.) E.S.B. 19091/69/J.
STATE ORGANIZATION OF INDUSTRY:
*2s. Tinplates. (Further Information.) E.S.B. 20506/69/J.
DAIRY ADMINISTRATION:
*2s. Polystyrene. (Further Information.) E.S.B. 20509/69/J.
DIRECTORATE-GENERAL OF MUNICIPAL AND RURAL SERVICES:
Watermeters. June 14. E.S.B. 21535/69/J.

## IRISH REPUBLIC

**Bulletin 94/69**

DONEGAL COUNTY COUNCIL:
Filtration Plant. June 27. E.S.B. 20787/69/J.
CORPORATION OF DUBLIN:
Construction of a Bridge. July 4. E.S.B. 20788/69/J.

## JORDAN

**Bulletin 98/69**

ZERKA MUNICIPALITY:
Consultancy Services. June 16. E.S.B. 21590/69/J.

## KENYA

**Bulletin 94/69**

CENTRAL TENDER BOARD:
School Equipment. June 17. E.S.B. 21123/69/J.

## KUWAIT

**Bulletin 98/69**

MINISTRY OF EDUCATION:
10s. (In Arabic.) Clothing. June 15. E.S.B. 21578/69/J.

## LIBYA

**Bulletin 96/69**

SUB-TENDERS BOARD:
Military Uniforms. June 9. E.S.B. 21185/69/J.
BEIDA DEVELOPMENT ORGANIZATION:
Construction of Road and Sewerage Works. July 1. E.S.B. 21187/69/J.

## MALTA

**Bulletin 98/69**

TREASURY:
*Workshop Equipment. June 19. E.S.B. 21909/69/J.
*Woodworking Tools. June 19. E.S.B. 21912/69/J.
*Electric Motors. June 19. E.S.B. 21913/69/J.

**Bulletin 99/69**

*Protein Concentrate. June 19. E.S.B. 21910/69/J.
*Cardboard. June 19. E.S.B. 21911/69/J.

## MALAWI

**Bulletin 98/69**

MEDICAL BUYING BOARD:
*5s. Surgical Dressings. June 26. E.S.B. 21901/69/J.

*A 400 ton export contract to Australia, valued at £500,000 where this Baker Perkins web off-set press will be used to print 'Readers Digest' Here on the shop floor at the Westwood works of Baker Perkins Limited, at Peterborough, it is level to exactly 0.003 inches, a prerequisite to allow full-scale printing trials to be carried out. These will continue during May, after which the press will be dismantled and re-erected in the Sydney premises of John Sands Pty. Limited.*

## MALAYSIA

**Bulletin 94/69**

MALAYSIAN BROADCASTING CENTRE:
*1s. Radio System. Postponed to July 23. (Further Informatio.) E.S.B. 7385/69/J.

**Bulletin 97/69**

KUALA LUMPUR WATER SUPPLIES:
*53s. Valves and Ancillary Equipment. June 30. E.S.B. 21476/69/J.
*190s. Construction of a Water Pumping Plant. July 31. E.S.B. 21478/69/J.
JURUTERA NEGERI SELANGOR:
*88s. Pipes and Specials. June 30. E.S.B. 21475/69/J.

**Bulletin 98/69**

NATIONAL ELECTRICITY BOARD:
*36s. Overhead Line Materials. July 10. E.S.B. 21558/69/J.
JURUTERA NEGERI SELANGOR:
144s. Electrical Equipment. July 31. E.S.B. 21479/69/J.

## MEXICO

**Bulletin 96/69**

COMISION FEDERAL DE ELECTRICIDAD:
*4s. Construction of Rolling Mill. Not states. E.S.B. 21177/69/J.

## NEW ZEALAND

**Bulletin 94/69**

POST OFFICE HEADQUARTERS:
*3s. Soldering Irons. June 18. E.S.B. 21130/69/J.
*4s. Spectrum Analyzers. June 13. E.S.B. 21129/69/J.
*10s. Batteries. June 19. E.S.B. 21131/69/J.

**Bulletin 96/69**

AUCKLAND HOSPITAL BOARD:
*2s. Laboratory Equipment. June 12. E.S.B. 21410/69/J.
POST OFFICE HEADQUARTERS:
*4s. Radio Frequency Occupancy Recorders. June 16. E.S.B. 21402/69/J.

**Bulletin 97/69**

*4s. Insulator Spindles. June 17. E.S.B. 21465/69/J.
*6s. Digital Frequency Meter. June 14. E.S.B. 21466/69/J.
*4s. Tele communication Spares. June 19. E.S.B. 21538/69/J.

**Bulletin 98/69**

POST OFFICE HEADQUARTERS:
*8s. Recording Meters. June 20. E.S.B. 21582/69/J.

## PAKISTAN

**Bulletin 96/69**

PAKISTAN WESTERN RAILWAY:
*8s. Copper Wrapper Plates. (Further Information.) E.S.B. 19941/69/J.
DIRECTORATE OF SUPPLY:
*27s. Workshop Equipment. August 25. E.S.B. 21422/69/J.
*10s. Electrical Volt Meters; Power Meters; Rectifiers; Switches. July 2. E.S.B. 21421/69/J.
DACCA WATER SUPPLY AND SEWERAGE AUTHORITY:
Pipes and Accessories. July 14. E.S.B. 21470/69/J.
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*3s. Ph Meters, Soil Sterilizer, Propagating Frames, Ovens. June 11. E.S.B. 21481/69/J.
*3s. Tools, Batteries, Electrical Goods. June 14. E.S.B. 21482/69/J.
*3s. Laboratory Supplies. June 13. E.S.B. 21484/69/J.
*3s. Engine Testing and Reconditioning Machinery. June 16. E.S.B. 21485/69/J.
*3s. Ammeters, Rheostats. June 19. E.S.B. 21486/69/J.

**Bulletin 97/69**

DIRECTORATE OF INDUSTRIES AND COMMERCE:
*4s. Laboratory Equipment. June 10. E.S.B. 21459/69/J.
*3s. Vehicle Spare Parts. June 17. E.S.B. 21483/69/J.

**Bulletin 99/69**

PAKISTAN WESTERN RAILWAY:
Copper Sheets. June 11. E.S.B. 21931/69/J
Copper Rods. June 12. E.S.B. 21932/69/J.

## PHILIPPINES

**Bulletin 98/69**

PHILIPPINE NATIONAL RAILWAYS:
*8s. Diesel Electric Locomotives. (Further Information.) E.S.B. 20733/69/J.

## SAUDI ARABIA

**Bulletin 94/69**

DIRECTORATE OF CIVIL DEFENCE:
Wireless Stations and Networks. (Further Information.) E.S.B. 20588/69/J.
DIRECTORATE OF PUBLIC SECURITY:
Records and Accessories; Cameras and Accessories. June 10. E.S.B. 20798/69/J.

## SOUTH AFRICA

**Bulletin 95/69**

STATE PROCUREMENT BOARD:
*1s. Screwdrivers. June 5. E.S.B. 19935/69/J.
NATAL PROVINCIAL ADMINISTRATION:
*8s. Fibre Optic Instruments. June 11. E.S.B. 20779/69/J.

**Bulletin 96/69**

TRANSVAAL COMMERCIAL TENDER BOARD:
*56s. Scrapers. June 20. E.S.B. 21474/69/J.

**Bulletin 98/69**

CAPE PROVINCIAL TENDER BOARD:
*6s. Drawing Equipment. June 13. E.S.B. 20780/69/J.
*1s. Construction of Four Bridges. July 4. E.S.B. 20784/69/J.

(*Continued on next page*)

## OPPORTUNITIES FOR EXPORTERS, *continued*

### SPAIN

**Bulletin 94/69**

MINISTERO DE OBRAS PUBLICAS:
**Wheel Load Measuring Sets.** June 10. E.S.B. 20743/69/J.

**Bulletin 95/69**

DEPARTAMENTO DE MATERIAL Y TRACCION:
*24s. (Documents in Spanish.) **Sand Processing Plants.** June 14. E.S.B. 20755/69/J.

### SYRIAN ARAB REPUBLIC

**Bulletin 97/69**

DAMASCUS CUSTOMS DIRECTORATE:
**Vehicle Spare Parts.** Not stated. E.S.B. 21431/69/J.
ELECTRICITY DIRECTORATE OF THE NORTHERN AREA:
**Mercury Thermometers.** June 9. E.S.B. 21503/69/J.
DIRECTORATE GENERAL OF CIVIL DEFENCE:
**Fire Fighting Equipment; Pumps; Water Filtering Equipment.** June 10. E.S.B. 21434/69/J.
SYRIAN ARAB COMPANY FOR DISTRIBUTION OF PETROLEUM PRODUCTS:
**Petrol Distribution Equipment.** June 19. E.S.B. 21428/69/J.
ARAB DETERGENTS CORPORATION:
**Phosphate Trisodic.** June 15. E.S.B. 21429/69/J.

### TAIWAN

**Bulletin 94/69**

CENTRAL TRUST OF CHINA:
*6s. **Generators, Electrical Equipment and Materials.** July 8. E.S.B. 21108/69/J.
*4s. **Arc Welder.** June 16. E.S.B. 21113/69/J.
*4s. **Carbon Tubes.** June 25. E.S.B. 21116/69/J.
*5s. **Kiln Insulating Bricks.** June 14. E.S.B. 21118/69/J.
*3s. **Fish Meal.** July 9. E.S.B. 21105/69/J.
*4s. **Steam Pressure Transmitter.** June 16. E.S.B. 21114/69/J.
*4s. **Couplings.** June 17. E.S.B. 21115/69/J.
*4s. **Gate, Plug and Check Valves.** June 13. E.S.B. 21117/69/J.
*4s. **Pressure Gauges; Thermometers.** June 14. E.S.B. 21119/69/J.
*4s. **Lathe and Accessories.** June 12. E.S.B. 21106/69/J.
*5s. **Electric Welders.** July 8. E.S.B. 21109/69/J.
*4s. **Electric Laboratory Oven.** June 17. E.S.B. 21111/69/J.
*2s. **Tubes.** June 16. E.S.B. 21112/69/J.
*4s. **Steel Flanges.** June 26. E.S.B. 21120/69/J.
*4s. **Steel Plates.** July 4. E.S.B. 21139/69/J.

**Bulletin 95/69**

*4s. **Fire Extinguisher Wagons.** July 3. E.S.B. 21140/69/J.
*4s. **Gas Indicator, Protective Face Shield, Breathing Masks.** June 10. E.S.B. 21141/69/J.
*5s. **Pipe Bender; Pulling and Lifting Machine.** June 11. E.S.B. 21144/69/J.
*4s. **Fork-Lift Trucks.** June 10. E.S.B. 21156/69/J.
*4s. **Ring Packing and Gaskets.** June 10. E.S.B. 21157/69/J.
*2s. **Hydrazine Hydrate.** June 13. E.S.B. 21154/69/J.
*3s. **Hygrometer.** June 12. E.S.B. 21150/69/J.
*4s. **Bolts, Nuts and Washers.** June 12. E.S.B. 21014/69/J.
*4s. **Pig Iron.** June 30. E.S.B. 21147/69/J.
*3s. **Insulating Material.** June 26. E.S.B. 21149/69/J.
*4s. **Steel Flange Safety Valves.** June 10. E.S.B. 21158/69/J.
*4s. **Phosphorous Bronze Wire Cloth.** July 4. E.S.B. 21160/69/J.
*4s. **Voltmeter, Milliammeter.** June 13. E.S.B. 21169/69/J.
*4s. **Paper Refiner.** July 4. E.S.B. 21159/69/J.
*4s. **Diethylene Glycol.** June 13. E.S.B. 21165/69/J.
*5s. **Vacuum Pump.** July 4. E.S.B. 21167/69/J.

**Bulletin 96/69**

*4s. **Valves and Spare Parts.** July 4. E.S.B. 21161/69/J.
*3s. **Metallic Silicon.** July 5. E.S.B. 21162/69/J.
*5s. **Dryer Screen; Dryer Canvas.** July 7. E.S.B. 21164/69/J.
*6s. **Hydraulic Accumulating System for Sugar Mill.** July 4. E.S.B. 21166/69/J.

*The Transmission Division of the Telephone Manufacturing Co. Ltd., Orpington, a member of the Pye of Cambridge Group, has obtained a five-year contract to supply multi-channel voice frequency telegraph equipment to the Telecommunications Department, Government of Malaysia. The picture shows (from left to right) Mr. T. A. Narayanan Menon, Telecommunications attaché to the High Commission of Malaysia, and Mr. W. J. Taylor, regional sales manager for TMC, looking at some VF telegraph equipment, similar to that which will be supplied to Malaysia.*

### THAILAND

**Bulletin 97/69**

DIRECTORATE OF AIR ENGINEERING:
*4s. **Aluminium.** June 11. E.S.B. 21445/69/J.
*5s. **Welding Machines.** June 9. E.S.B. 21446/69/J.

**Bulletin 98/69**

DEPARTMENT OF MEDICAL SERVICES:
**Operating Table; Operating Lamp.** June 12. E.S.B. 21919/69/J.
MINISTRY OF NATIONAL DEVELOPMENT:
**Spillway Radial Gates.** June 24. E.S.B. 21918/69/J.
METROPOLITAN ELECTRICITY AUTHORITY:
*24s. **Electric Meters, Adaptors.** July 7. E.S.B. 21916/69/J.

### TURKEY

**Bulletin 95/69**

ALLIED LAND FORCES SOUTH-EASTERN EUROPE:
*14s. **Stationery, Paper.** July 1. E.S.B. 20777/69/J.

**Bulletin 96/69**

TURKISH GRAND NATIONAL ASSEMBLY:
*2s. **Vacuum Cleaners.** June 30. E.S.B. 21191/69/J.
NAVAL FORCES COMMAND:
*14s. **Cable.** June 27. E.S.B. 21491/69/J.
*17s. **Radio Sets.** July 1. E.S.B. 21492/69/J.
STATE HIGHWAYS DEPARTMENT:
*8s. **Alemite Spare Parts.** June 11. E.S.B. 21496/69/J.
*9s. **Rock Drill and Accessories.** June 9. E.S.B. 21493/69/J.
IZMIR POWER, WATER, GAS, BUS AND TROLLEY ADMINISTRATION:
*15s. **Circuit Breakers, Relays.** June 11. E.S.B. 21490/69/J.

**Bulletin 97/69**

STATE HIGHWAYS DEPARTMENT:
*6s. **Broom Fibres.** June 9. E.S.B. 21494/69/J.
*9s. **Bulbs and Sealed Beam Units.** June 11. E.S.B. 21495/69/J.
*8s. **Tyre Valves.** June 11. E.S.B. 21497/69/J.
TURKISH RED CRESCENT ASSOCIATION:
*9s. **X-ray Films.** June 16. E.S.B. 21579/69/J.
DIRECTORATE OF HIGHWAYS:
*11s. **Bailey Bridge Parts.** June 10. E.S.B. 21580/69/J.

**Bulletin 98/69**

STATE RAILWAYS ADMINISTRATION:
*62s. **Electric Locomotives.** June 12. E.S.B. 21584/69/J.

### UNITED ARAB REPUBLIC (EGYPT)

**Bulletin 98/69**

MINISTRY OF TRANSPORT:
**Study of Cairo Underground Project.** June 16. E.S.B. 16097/69/J.

### UNITED STATES OF AMERICA

**Bulletin 98/69**

UNITED STATES DEPARTMENT OF THE INTERIOR:
**127s. Circuit Breakers.** June 13. E.S.B. 21917/69/J.

### VIETNAM

**Bulletin 95/69**

INDUSTRIAL DEVELOPMENT CENTER:
*11s. **Injection Moulding Machine.** June 14. E.S.B. 21174/69/J.
*11s. **Plastics Manufacturing Machinery.** June 14. E.S.B. 21175/69/J.
*11s. **Generating Sets.** June 30. E.S.B. 21172/69/J.
*12s. **Animal Feed Mill Machinery and Equipment.** June 27. E.S.B. 21173/69/J.

### YUGOSLAVIA

**Bulletin 96/69**

REPUBLIC FUND FOR ROADS – SKOPJE:
41s. **Construction of Highway.** June 9. (Pre-qualification Information.) E.S.B. 20793/69/J.
RAILWAY TRANSPORT ENTERPRISE:
*68s. **Construction of Steel Bridges.** June 30. (Pre-qualification.) E.S.B. 21170/69/J.

### ZAMBIA

**Bulletin 97/69**

CENTRAL SUPPLY AND TENDER BOARD:
*2s. **Piping and Fittings.** June 20. E.S.B. 21561/69/J.
*3s. **Surgical Boots.** June 20. E.S.B. 21562/69/J.

**Bulletin 98/69**

*2s. **Hoes.** June 20. ES.B. 21560/69/J.

**Robert Hough**

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

RH ESTABLISHED 1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

# *Opportunities for exporters—Agency inquiries, market reports, etc.*

*Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the* **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

*Orders for Bulletins (2s. each) and documents (the price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

*Circuit testing the first of two regulated rectifiers being manufactured for export to Cuba at the Crawley, Sussex, works of Brentford Electric Limited, a member of the G.H.P. Group. The units will be used for feeding electrochemical cells which produce chlorine for purifying water.*

## ALGERIA/MOROCCO

**Bulletin 96/69**
Trade Agreement. E.S.B. 1209/G/J.

## AUSTRALIA

**Bulletin 94/69**
Inquiry for pipe and cable locator. E.S.B. 18288/69/J.
Inquiry for beer; foodstuffs. E.S.B. 20322/69/J.
Inquiry for desalination plant. E.S.B. 16193/69/J.

**Bulletin 95/69**
Inquiry for auto-electrical components. E.S.B. 20905/69/J.

**Bulletin 96/69**
Inquiry for chain slings; clamps; lifting equipment and plate lifting devices. E.S.B. 19897/69/J.
Agency inquiry for textile machinery and associated products. E.S.B. 18928/69/J.
Inquiry for gift wrapping papers. E.S.B. 21237/69/J.

**Bulletin 97/69**
Agency inquiry for dental supplies; drawing office supplies; laboratory testing equipment. E.S.B. 20937/69/J.

**Bulletin 98/69**
Inquiry for panel, nameplate and printed circuits raw materials. E.S.B. 15321/68/J.
Inquiry for assemblies. E.S.B. 17106/69/J.

## AUSTRALIA – WAIVER OF BRITISH PREFERENCE

**Bulletin 95/69**
Inquiry for boron nitride rods; boron nitride semiconductor mounting wafers. E.S.B. S/39/69/J.

**Bulletin 97/69**
*Inquiry for bearings. E.S.B. M/14/69/J.

**Bulletin 98/69**
10s. Inquiry for steel wire ropes. E.S.B. A/35/69/J.
*14s. Inquiry for sectionalizers. E.S.B. A/34/69/J.

## AUSTRIA

**Bulletin 94/69**
Agency inquiry for leather and plastic balls; roller skates. E.S.B. 20415/69/J.
*Inquiry for synthetic foil. E.S.B. 3896/69/J.
*Inquiry for artificial silk linings; artificial horn buttons. E.S.B. 19502/69/J.
Agency inquiry for carpet hoisting equipment. E.S.B. 20637/69/J.

**Bulletin 95 and 97/69**
British Week in Vienna. E.S.B. 9969/69/J.
Agency inquiry for bath mats and carpets. E.S.B. 20450/69/J.

**Bulletin 96/69**
Agency inquiry for boilers, generators. E.S.B. 21089/69/J.

**Bulletin 97/69**
*Inquiry for plastic straps. E.S.B. 15292/69/J.
Agency inquiry for textile fabrics. E.S.B. 21214/69/J.

**Bulletin 98/69**
Inquiry for cotton and nylon material. E.S.B. 21713/69/J.
Inquiry for copper sheeting; steel sheeting. E.S.B. 21298/69/J.
Inquiry for bi-metallic contactors; bolts and washers; copper wire; sheet metal for transformer cores. E.S.B. 21230/69/J.
Agency inquiry for electromagnesia; insulation materials; stainless steel sections; steel gratings. E.S.B. 17168/69/J.
Inquiry for hospital beds. E.S.B. 20640/69/J.

## BAHAMAS

**Bulletin 95/69**
Inquiry for lightning conductors. E.S.B. 21020/69/J.
Inquiry for cardigans; handbags; sweaters and swimsuits. E.S.B. 21098/69/J.

**Bulletin 97/69**
Inquiry for lamps. E.S.B. 9264/69/J.

## BARBADOS

**Bulletin 94/69**
Inquiry for egg cartons; poultry; poultry farming equipment and medicines. E.S.B. 21001/69/J.

**Bulletin 95/69**
Inquiry for grain ingredients. E.S.B. 20977/69/J.

**Bulletin 98/69**
Manufacture under licence – luggage goods. E.S.B. 7564/68/J.

## BELGIUM

**Bulletin 96/69**
Inquiry for steel sheets. E.S.B. 18218/69/J.

**Bulletin 94/69**
Benelux Trade Agreements. E.S.B. 1209/6/J.

## BOLIVIA

**Bulletin 97/69**
Invoicing of Imported Goods. E.S.B. 1209/G/J.
Hotel accommodation during EXPO '70. E.S.B. 1209/G/J.

## BRAZIL

**Bulletin 95/69**
Agency inquiry for agricultural, construction and earth-moving equipment. E.S.B. 20816/69/J.

**Bulletin 98/69**
Government Contracts with Foreign Consultants. E.S.B. 21279/69/J.

## BRITISH HONDURAS

**Bulletin 98/69**
Inquiry for building materials; paint manufacturing equipment and raw materials. E.S.B. 18984/69/J.

## BULGARIA

**Bulletin 96/69**
2s. Inquiry for hydrogen separation shop fittings. E.S.B. 20097/69/J.

## CANADA

**Bulletin 94/69**
Agency inquiry for compressors; engines; evaporators; forgings and castings. E.S.B. 19374/69/J.
Inquiry for women's clothing. E.S.B. 20895/69/J

**Bulletin 95/69**
*14s. Inquiry for castings. E.S.B. 19646/69/J.
Manufacture under licence – baling equipment; grain handling equipment; hydraulic equipment; sprayers; tillage equipment. E.S.B. 20695/69/J.

**Bulletin 96/69**
Agency inquiry for plastics. E.S.B. 20806/69/J.
Inquiry for heat exchangers. E.S.B. 20964/69/J

**Bulletin 97/69**
Agency inquiry for suitings. E.S.B. 21206/69/J

**Bulletin 98/69**
Agency inquiry for chains and disc brakes. E.S.B. 20881/69/J.
Manufacture under licence – doors; fixtures and components; furniture. E.S.B. 20841/69/J.
Manufacture under licence – chemicals; pesticides. E.S.B. 20872/69/J.
Manufacture under licence – fans; pumps. E.S.B. 21389/69/J.
Manufacture under licence – canvas products. E.S.B. 21676/69/J.

**Bulletin 99/69**
Manufacture under licence – fibre glass products. E.S.B. 21064/69/J.
Manufacture under licence – agricultural instrumentation; meters; water gauges; pollution control instruments. E.S.B. 21202/69/J.
Inquiry for press brake; squaring shear. E.S.B. 21702/69/J.

## CONGO, DEMOCRATIC REPUBLIC OF THE

**Bulletin 99/69**
Agency inquiry for clothing; foodstuffs; hardware; textile fabrics; travel goods. E.S.B. 18093/69/J.

## CYPRUS

**Bulletin 94/69**
Inquiry for linen; chinaware; coat hangers; cutlery-glassware; napkins; paper goods; soap; syphons; tableware trays. E.S.B. 20[illegible]3/69/J.

## DENMARK

**Bulletin 94/69**
Inquiry for painting books; dolls' dresses. E.S.B. 20936/69/J.

**Bulletin 95/69**
Agency inquiry for planing machines. E.S.B. 20906/69/J.
Agency inquiry for chinaware. E.S.B. 17123/69/J.

## DUBAI

**Bulletin 95/69**
Agency inquiry for cranes. E.S.B. 20874/69/J.

## FIJI

**Bulletin 98/69**
Inquiry for nails. E.S.B. 21813/69/J.

*(Continued on next page)*

## AGENCY INQUIRIES, *continued*

**FINLAND**

**Bulletin 98/69**
Inquiry for saddlery. E.S.B. 20867/69/J.

**FRANCE**

**Bulletin 95/69**
Inquiry for bronze ingots and electrolytic copper. E.S.B. 20915/69/J.
Inquiry for clothing. E.S.B. 20892/69/J.

**Bulletin 97/69**
Inquiry for audio visual language laboratory. E.S.B. 21367/69/J.

**Bulletin 98/69**
Inquiry for desalination equipment; automatic filters. E.S.B. 15302/69/J.

**GERMANY, FEDERAL REPUBLIC OF**

**Bulletin 95/69**
Inquiry for photo diodes and elements. E.S.B. 21007/69/J.
Inquiry for glass fibre or mineral fibre compound sheeting. E.S.B. 20909/69/J.

**Bulletin 96/69**
Agency inquiry for frozen foodstuffs. E.S.B. 20871/69/J.
Agency inquiry for lace. E.S.B. 21008/69/J.
Agency inquiry for office machines. E.S.B. 21043/69/J.
Inquiry for men's and boys' outerwear. E.S.B. 45954/68/J.
Agency inquiry for audio visual equipment. E.S.B. 20934/69/J.

**Bulletin 97/69**
Agency inquiry for confectionery and spirits. E.S.B. 21060/69/J.
Agency inquiry for forgings; iron and steel products; metals. E.S.B. 21225/69/J.
Agency inquiry for car accessories. E.S.B. 20827/69/J.

**Bulletin 98/69**
Agency inquiry for fabrics; tweeds. E.S.B. 21016/69/J.
Inquiry for crucibles. E.S.B. 21002/69/J.
Agency inquiry for men's woollen piece-goods; men's worsted piece-goods. E.S.B. 21602/69/J.
Inquiry for leather. E.S.B. 21757/69/J.
Agency inquiry for knitted charmeuse; yarns. E.S.B. 10708/69/J.
Agency inquiry for electro acoustic equipment. E.S.B. 21603/69/J.

**GREECE**

**Bulletin 97/69**
Inquiry for components for television sets. E.S.B. 20933/69/J.

**HONG KONG**

**Bulletin 95/69**
Inquiry for steel billets. E.S.B. 12035/69/J.

**HUNGARY**

**Bulletin 97/69**
Inquiry for moulding machine; welding machine. E.S.B. 21658/69/J.

**ICELAND**

**Bulletin 95/69**
Inquiry for wool and wool mixture materials. E.S.B. 21209/69/J.
Inquiry for food; flour; fruit squashes; paper. E.S.B. 21205/69/J.

**Bulletin 96/69**
Inquiry for spraying equipment and accessories. E.S.B. 21213/69/J.

**INDIA**

**Bulletin 96/69**
Inquiry for pesticides. E.S.B. 21342/69/J.

**IRAN**

**Bulletin 97/69**
"13s. Manufacture of hand tools. E.S.B. 20831/69/J.

**IRAQ**

**Bulletin 94/69**
British Pavilion at Baghdad International Fair. E.S.B. 1216/G/J.
Agency inquiry for alum; cables; engines; insulators; joint boxes; piece-goods; poles; pumps; tyres and tubes; wire. E.S.B. 19329/69/J.

**IRISH REPUBLIC**

**Bulletin 96/69**
Inquiry for cleaning cloths; safety and protective wear. E.S.B. 20942/69/J.

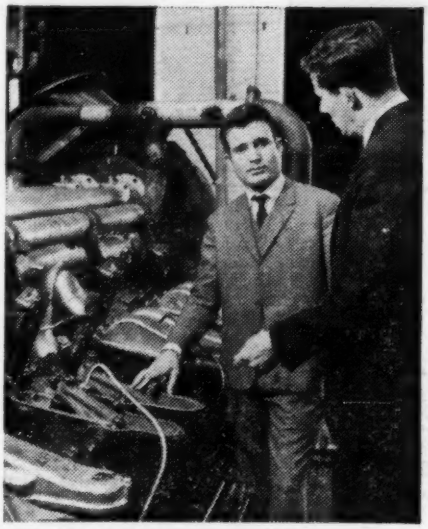
**Bulletin 96/69**
Agency inquiry for cosmetics. E.S.B. 20055/69/J.

**ISRAEL**

**Bulletin 94/69**
Agency inquiry for braids; elastic man-made fabrics; fabrics. E.S.B. 15564/69/J.
Agency inquiry for metal working machinery; stainless steel sheets and rods. E.S.B. 17496/69/J.

**Bulletin 96/69**
Agency inquiry for buckles; elastic webbings; plastic raw materials; yarns. E.S.B. 20852/69/J.
Agency inquiry for aircraft components and accessories; alloys; closed circuit television; electronic components; transmitters. E.S.B. 12334/69/J.

**Bulletin 98/69**
Agency inquiry for bio-chemicals; disposable hospital supplies; laboratory glassware and reagents. E.S.B. 20492/69/J.



*Mr. H. W. Z. Kilani (left), of the Jordan Electricity Authority, on the platform of a large Allen diesel engine, being shown the latest design of cylinder head by Mr. Stewart Kenny, a diesel contracts engineer with the Bedford division of Amalgamated Power Engineering Ltd., who are to supply two 1,040 kW diesel-alternator sets to Irbid Power Station, Jordan.*

**ITALY**

**Bulletin 94/69**
Agency inquiry for torque converters; shafting drives. E.S.B. 29204/68/J.
Agency inquiry for sealing compounds. E.S.B. 12631/69/J.
Agency inquiry for isotopes; isotope handling equipment. E.S.B. 15853/69/J.
Inquiry for armature winding and armature insulating machine. E.S.B. 41459/68/J.

**Bulletin 95/69**
Agency inquiry for plastics raw materials. E.S.B. 47250/68/J.

**Bulletin 97/69**
Inquiry for vibrators. E.S.B. 18695/69/J.

**Bulletin 98/69**
Agency inquiry for electro medical and scientific instruments. E.S.B. 17666/69/J.
Inquiry for road rollers and pavers. E.S.B. 21099/69/J.

**JAMAICA**

**Bulletin 95/69**
Inquiry for non-iron linen. E.S.B. 33486/68/J.

**JAPAN**

**Bulletin 95/69**
Inquiry for confectionery; foodstuffs. E.S.B. 20382/69/J.

**Bulletin 96/69**
Inquiry for sports equipment. E.S.B. 21303/69/J.

**Bulletin 97/69**
Agency inquiry for shirts. E.S.B. 20943/69/J.
Inquiry for dresser sets; imitation jewellery. E.S.B. 13778/69/J.

**Bulletin 98/69**
Agency inquiry for marine equipment. E.S.B. 20938/69/J.

**Bulletin 99/69**
Inquiry for hairdressing preparations. E.S.B. 21807/69/J.

**KENYA**

**Bulletin 95/69**
Manufacture under licence – disposable garments; women's stockings and foundation garments. E.S.B. 18058/69/J.

**Bulletin 96/69**
Agency inquiry for men's and women's clothing. E.S.B. 16584/69/J.

**KOREA**

**Bulletin 94/69**
Inquiry for refrigerated trucks. E.S.B. 20681/69/J.

**LEBANON**

**Bulletin 97/69**
Agency inquiry for audio visual aids; books; laboratory equipment; language laboratory equipment; paper; surveying instruments. E.S.B. 47821/68/J.

**LIBYA**

**Bulletin 96/69**
Inquiry for caravans and trailers; paint spraying equipment; steel plate; trailer making equipment. E.S.B. 21235/69/J.

Inquiry for aluminiumware; balloons; carpets; clothing; enamelware; glass and glassware; porcelainware; sacks; shoes; stationery; stoves; towels. E.S.B. 15599/69/J.

**MALAWI**

**Bulletin 97/69**
Agency inquiry for crockery; holloware; men's outerware; ties. E.S.B. 20658/69/J.

**MAURITIUS**

**Bulletin 98/69**
Inquiry for tube and tyre plant; rubber raw materials and chemicals. E.S.B. 21613/69/J.

**MEXICO**

**Bulletin 95/69**
Inquiry for suture needles. E.S.B. 20950/69/J.

**Bulletin 97/69**
Agency inquiry for steel sheets; wire. E.S.B. 18078/69/J.
Inquiry for motor vehicle spare parts. E.S.B. 8237/69/J.

**Bulletin 98/69**
Inquiry for language laboratory. E.S.B. 20959/69/J.

**MOROCCO**

**Bulletin 97/69**
Inquiry for centreless grinder machine. E.S.B. 10519/69/J.

**Bulletin 98/69**
Inquiry for powdered milk. E.S.B. 21062/69/J.

**NETHERLANDS**

**Bulletin 96/69**
Inquiry for steel strip. E.S.B. 20999/69/J.

**Bulletin 97/69**
Inquiry for speed reducers. E.S.B. 19550/69/J.

**NEW ZEALAND**

**Bulletin 96/69**
Agency inquiry for rubber processing plant and equipment. E.S.B. 20975/69/J.
Manufacture under licence – containers and tanks; laundry equipment; oil filters. E.S.B. 20325/69/J.

**Bulletin 98/69**
Inquiry for sea transport of coal. E.S.B. 21132/69/J.

**NIGERIA**

**Bulletin 94/69**
Inquiry for steel balls. E.S.B. 20932/69/J.

**NORWAY**

**Bulletin 94/69**
Agency inquiry for trucks. E.S.B. 20883/69/J.
Agency inquiry for women's clothing. E.S.B. 20612/69/J.

**Bulletin 97/69**
Inquiry for deep sea fishing equipment. E.S.B. 21601/69/J.
Inquiry for tap. E.S.B. 20116/69/J.

**PAPUA/NEW GUINEA**

**Bulletin 95/69**
Inquiry for dump trucks. E.S.B. 20948/69/J.

**PHILIPPINES**

**Bulletin 98/69**
Inquiry for cellophane producing plant. E.S.B. 21329/69/J.

**POLAND**

**Bulletin 94/69**
Foreign Trade Organizations further information. E.S.B. 1520/G/J.

**Bulletin 98/69**
Inquiry for wheel balancing equipment. E.S.B. 21703/69/J.

**PORTUGAL**

**Bulletin 97/69**
Agency inquiry for filtration and sterilization equipment; water treatment equipment. E.S.B. 20970/69/J.
Agency inquiry for chemical raw materials; pharmaceutical raw materials. E.S.B. 20992/69/J.

**PUERTO RICO**

**Bulletin 96/69**
Agency inquiry for cosmetics; toiletries. E.S.B. 19143/69/J.

**SAUDI ARABIA**

**Bulletin 94/69**
Agency inquiry for construction projects; electric cables; receiving stations; telex equipment. E.S.B. 19806/69/J.

**SCANDINAVIA**

**Bulletin 95/69**
Agency inquiry for foodstuffs; household detergents; polishes; toilet preparations and paper toiletries. E.S.B. 18396/68/J.

**SINGAPORE**

**Bulletin 97/69**
Agency inquiry for aluminium sheets and extrusions; bathroom cabinets; black steel tubes; char mechanisms; hardboards; laminated plastic sheets; pvc foam sheeting; softboards and steel strapping. E.S.B. 9384/69/J.

**SOUTH AFRICA**

**Bulletin 94/69**
Agency inquiry for printed batiste. E.S.B. 20891/69/J.

**Bulletin 95/69**
Inquiry for control equipment; measuring equipment; radar sets; television; testing equipment. E.S.B. 20324/69/J.

**Bulletin 97/69**
Agency inquiry for dress, furnishing and upholstery materials. E.S.B. 21305/69/J.

**SPAIN**

**Bulletin 97/69**
Inquiry for aerosol filling machine; decorating presses; furnaces; lithographic machine; metal working machinery. E.S.B. 21308/69/J.

**Bulletin 98/69**
Inquiry for bulk carriers; silos. E.S.B. 21804/69/J.
Agency inquiry for agricultural machinery. E.S.B. 21808/69/J.
Agency inquiry for plastic industry raw materials. E.S.B. 20941/69/J.

**SWEDEN**

**Bulletin 94/69**
Inquiry for tights. E.S.B. 20672/69/J.

**Bulletin 95/69**
Agency inquiry for textiles. E.S.B. 18575/69/J.
Agency inquiry for builders' hardware; building materials. E.S.B. 16880/69/J.
Agency inquiry for stockings and panti-hose. E.S.B. 21004/69/J.
Agency inquiry for chemicals. E.S.B. 16490/69/J.

**Bulletin 96/69**
Inquiry for corduroy jeans. E.S.B. 19505/69/J.
Agency inquiry for swimming equipment. E.S.B. 17755/69/J.
Inquiry for chain steel; stainless steel sheet. E.S.B. 20676/69/J.

**Bulletin 97/69**
Inquiry for jersey materials. E.S.B. 21606/69/J.
Agency inquiry for floor coverings; tiles. E.S.B. 2578/69/J.

**Bulletin 99/69**
Inquiry for sewage purification plant. E.S.B. 21693/69/J.

**SWITZERLAND**

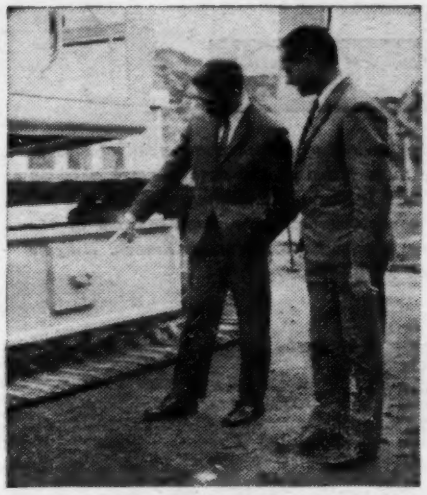
**Bulletin 94/69**
Inquiry for china clay. E.S.B. 6903/69/J.
Agency inquiry for women's clothing. E.S.B. 20290/69/J.
Inquiry for goggles. E.S.B. 20966/69/J.
Agency inquiry for electronic components and measuring controlling equipment. E.S.B. 13575/69/J.

**Bulletin 95/69**
Agency inquiry for raw chemical products for the plastic, rubber, paint and textile finishing industries. E.S.B. 18407/69/J.
Agency inquiry for carpets. E.S.B. 20963/69/J.
Agency inquiry for building materials and car accessories. E.S.B. 20041/69/J.
Agency inquiry for ceramic capacitors, reed relays. E.S.B. 20840/69/J.
Agency inquiry for ties. E.S.B. 15595/69/J.

**Bulletin 96/69**
Inquiry for flat black steel strip. E.S.B. 16160/69/J.
Agency inquiry for men's and women's knitwear. E.S.B. 21212/69/J.
Inquiry for ceiling panels. E.S.B. 21381/69/J.

**Bulletin 97/69**
Agency inquiry for tufted carpet yarn. E.S.B. 20908/69/J.

**Bulletin 98/69**
Inquiry for furnishing fabrics; lampshades; trays; wallpaper; waste paper baskets. E.S.B. 20825/69/J.



*Mr. Ribeiro, Hy-Mac sales engineer of Sindul-Tractores Lda, discusses a new feature of a Hy-Mac with Mr. A. da Mota, (right) a Portuguese customer, who placed an order for type 580BT machines during a recent visit to the Hy-Mac Work of Hydraulic Machinery (Great Britain) Ltd.*

Inquiry for bedsheets; pyjamas. E.S.B. 21683/69/J.
Agency inquiry for earthenware. E.S.B. 20887/69/J.
Agency inquiry for women's clothing. E.S.B. 14598/69/J.
Agency inquiry for biscuits; cakes. E.S.B. 21650/69/J.

**Bulletin 99/69**
Agency inquiry for alcoholic beverages. E.S.B. 21387/69/J.
Inquiry for packaging machines and materials. E.S.B. 21726/69/J.
Inquiry for industrial control equipment. E.S.B. 14942/69/J.
Agency inquiry for trucks. E.S.B. 21675/69/J.

**THAILAND**

**Bulletin 94/69**
Inquiry for control panels. E.S.B. 20219/69/J.

**TRINIDAD/TOBAGO**

**Bulletin 95/69**
Inquiry for laminating and photofinishing equipment. E.S.B. 21042/69/J.

**Bulletin 97/69**
Agency inquiry for locks and latches. E.S.B. 20976/69/J

**TURKEY**

**Bulletin 94/69**
Agency inquiry for air compressors; electronic equipment; motor and turbo pumps; power generators. E.S.B. 20246/69/J.

**Bulletin 99/69**
Inquiry for steel sheets. E.S.B. 21341/69/J.

**UGANDA**

**Bulletin 94/69**
Inquiry for machine shop equipment; safe making equipment and machinery; steel furniture and safes. E.S.B. 17297/69/J.

**Bulletin 98/69**
Business visits during Pope Paul's stay. C.R.E. 12121/G(U)/J.

**Bulletin 99/69**
*Inquiry for suitcase accessories. E.S.B. 21845/69/J.

**UNITED STATES OF AMERICA**

**Bulletin 94/69**
Inquiry for Christmas tree lighting sets; electric light bulbs. E.S.B. 16097/69/J.
Inquiry for machine tools. E.S.B. 19894/69/J.
Inquiry for steel tubing. E.S.B. 20819/69/J.

**Bulletin 95/69**
Agency inquiry for surgical blades and needles. E.S.B. 20438/69/J.
Inquiry for ski equipment. E.S.B. 20998/69/J.
Inquiry for mechanical timer. E.S.B. 21035/69/J.
Agency inquiry for menswear. E.S.B. 16491/69/J.

**Bulletin 96/69**
Inquiry for speed equipment and accessories. E.S.B. 18148/69/J.

**Bulletin 97/69**
Inquiry for cranes; trailer transfer unit. E.S.B. 18326/69/J.
Inquiry for knitwear. E.S.B. 3258/68/J.

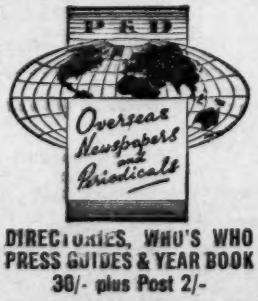
**Bulletin 98/69**
Inquiry for marine industry products. E.S.B. 20848/69/J.
Inquiry for furniture manufacturing equipment. E.S.B. 12005/69/J.
Manufacture under licence in Britain – precision die cutting cylinders. E.S.B. 21201/69/J.
Inquiry for steel plate and sheet; structural steel; black and galvanized pipe. E.S.B. 20928/69/J.
Inquiry for sheet steel. E.S.B. 20894/69/J.
Inquiry for brass couplings; portable pumps; hand tools E.S.B. 21690/69/J.

## REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

**'USING EFTA.'** *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a 161-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).*




DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

*WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £5.*

**CAMEROUN**

CAMEROUN EXPRESS, Tuesday, Thursday and Saturday in English; type area: 300 × 200 mm; Rate, per s/c. cm. C.F.A. Fr. 420.

CHANCE, Monthly Magazine in English and French—1st issue Jan. 1969, 10,000 copies; type area: 350 × 240 mm; Rate, Page C.F.A. Frs. 50,000.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

# Export Missions and Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published on page viii of March 14 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 888 of March 28 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

*Seen leaving London Airport for Latin America is Mr. K. M. M. Ross (second right), export division manager of Pye Unicam Ltd., Cambride. Mr. Ross is leading a delegation of members of the Scientific Instrument Manufacturers' Association which will promote sales and investigate the potential market for British scientific instruments in Latin America.*

### American expansion

MR. HARRY SEWARD, managing director of Optrex Ltd., has returned from a trip to the U.S. A major breakthrough came in negotiations with the Chemdrug Corporation, New York, where Optrex obtained the rights to take over six Central American markets,—Bolivia, Chile, Dominican Republic, Peru, Panama and Uruguay. Mr. Seward also obtained an agreement with Andrea Raab Corporation in Brooklyn, New York, for a step up of their business—well into the five figure bracket for 1969.

A further agreement is expected later this year following discussions on the sale of Optrex's Alginate range in the U.S.

### Mission to the Caribbean

THE BUILDING MATERIALS EXPORT GROUP, with financial assistance from the British National Export Council, is organizing a sales mission to the Caribbean for three weeks in late October/early November this year. The countries to be visited are Jamaica, Puerto Rico, Trinidad and Guyana. Members wishing to visit the Bahamas and Barbados or some of the islands in the area will be able to include these additionally in the itinerary. Approximate cost of air fare, hotel accommodation and meals for the basic three weeks tour is £250.

Early application is essential and should be made to: Miss J. Tomlinson, Building Materials Export Group, Suite 18, Chantrey House, Eccleston Street, London, S.W.1.

### BCC Latin American mission

BIRMINGHAM Chamber of Commerce and Industry have sponsored their fifth overseas mission this year by the departure last week (Sunday, May 18) of a sixteen-strong party that will be promoting the sale of British products in Argentina and Brazil during the course of the next two weeks.

The mission is being led by Mr. J. G. Norris, consultant in engineering and management services.

### Ransomes 'Tour de France'

*Mr. T. A. Winterton*

*Mr. Peter Anstey*

STEPPING up their sales activities in the south and east of France, Ransomes, the farm machinery manufacturers of Ipswich, are co-operating in a mini 'tour de France'. Organized by Maison Henri Perrier of Paris, Ransomes distributors in France, ploughs and cultivators will be demonstrated to groups of farm machinery dealers. Representing the firm on the three-week 1,500 mile tour will be Mr. T. A. Winterton, European farm machinery representative, Mr. Hawkins Madge, service engineer and Mr. Peter Anstey, technical sales representative.

### EXPORT INFORMATION CENTRE

*The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from* 9.30 *a.m. to* 5.30 *p.m.*

*Mr. Geoffrey Werner, managing director of McCaul Knitwear, with the firm's designer, Mrs. Gina Sanken, at London Airport before leaving for Tokyo. McCaul Knitwear, members of the newly formed Knitwear Fashion Group, have been invited to build up a new collection for distribution throughout the Far East by Narukawa of Nagoya, Japan.*

## INWARD MISSIONS

### Thai mission to UK

THE Board of Investment of Thailand have organized a business and industrial tour for leading Thai businessmen to visit Germany, the United Kingdom and France in that order. The mission will be in the United Kingdom from June 4-10 inclusive, and is sponsored by HM Government and the British National Export Council.

The object of the mission – the first of its kind to visit the UK from Thailand – is to promote closer business relations with the European countries concerned. While in Britain the Thai visitors will meet British businessmen with similar interests.

The Board of Trade and the BNEC are organizing a conference at Lancaster House on June 5 at which Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, will preside. A limited number of places may be available for business institutions or individuals who wish to take part. Requests for invitations should be made in writing to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2747/2253).

### Canadian oil mission

A FOURTEEN-MAN mission of Canadian oil and gas industry purchasing agents and suppliers has just returned home after fourteen days in Britain. The mission was sponsored by the British National Export Council and the Council of British Manufacturers of Petroleum Equipment. The team visited 38 factories during their stay, met representatives of many more firms and also attended the International Chemical and Petroleum Exhibition at Earl's Court. The Canadians entered into agency agreements with more than 20 British companies and they estimate business with a minimum potential of half a million sterling in the next 12 months.

# Export Orders

**Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.**

### 300 per cent increase

Export sales of 'Jiffy', the glass-fibre dinghy made by Armshire Reinforced Plastics Ltd., by a new moulding technique are up by 300 per cent. Eight countries including Japan and America, are buying the lightweight boat and others like Australia, are keen to do 'know-how' deals which include licensing agreements for manufacture and sales.

### Air filtration equipment

Burgess Products Co. Ltd., manufacturers of industrial and automotive silencing products and air filtration equipment have secured an order for exhaust silencers to Atlas Copco Airpower N/V., Wilrijk, Belgium. A similar order was placed for the supply of heavy duty oil bath air intake filters for the larger capacity four wheel portable diesel rotary screw compressor units.

### Ecuador bridge order

British Insulated Callender's Construction Company Limited, the electrical and civil engineering contractors, has received a £61,000 order from Siderurgica Ecuatoriana SA Quito, Ecuador, for the supply of a 275 ft. span Callender-Hamilton road bridge. It will be erected over the Vinces River in Ecuador.

### Hydrogen plant for Bavaria

Air Products Limited have been awarded a contract for a hydrogen purification plant by Deutsche Marathon Petroleum GmbH. The firm will design, supply and erect the plant at the Deutsche Marathon refinery at Burghausen, in Bavaria.

### Tractors for Chile

An order for 700 tractors worth over £750,000 has been placed by the National Union of Co-operatives (Insucoop) with Ford Motor Company, Chile. The tractors will be built at the Basildon, Essex tractor plant during the next three months and shipment to Valparaiso will begin in June.

### Conveyors for Spanish mines

Dowty Meco Ltd. have received a repeat order from the Spanish potash mine Potasas de Navarra for mine belt conveyor systems making a total of 12 miles of conveyors supplied to this company.

A half-mile-long Dowty Meco drift conveyor system has also been ordered by Carbones de Berja SA to transport the entire output of this colliery at 400 tons per hour from the drift bottom direct to an adjacent power station.

### To build flats in Gibraltar

The Government of Gibraltar has awarded a £1,270,000 contract to Humphreys Limited for the construction of 263 flats on the Glacis Estate. The development will consist of eight blocks of five and six stories, containing one, two and four bedroom flats and three bedroom maisonettes.

### South Africa and New Zealand orders

Hygrotherm Engineering Limited of Macclesfield, Cheshire, part of the Robert Jenkins group of companies have received, through their South Africa office, an order for a submerged combustion burner carbonization unit, worth £1,700 for treating 1 million gallons per day. The firm has also received a £1,500 order from New Zealand for a packaged oil-fired inert gas plant.

*Norris Industries, Rushden Ltd., a member of the John White group, have recently received initial orders worth nearly £20,000 for their SD18 floor scrubber/dryer, from an Italian industrial cleaning organization, Splendor Service of Milan. The photograph shows Mr. Walter Landmann, managing director, Norris Industries Rushden Ltd., watching Sig. G. Jalongo, principal of Splendor Service, signing the three-year contract.*

### £1.6 million orders in four months

The diesel department of Amalgamated Power Engineering Ltd.'s Bedford Division, has secured orders in the first four months of 1969 for industrial power plant and marine auxiliary power generating machinery worth £1.6 million. Exports, both direct and indirect, account for 75 per cent of this total, which include engines for public authorities in Australia, Jordan and South Africa, and for ships being built in the United Kingdom and Japan for Greek owners.

### Road bridge for Brazil

A £8½ million road bridge contract in Brazil has been won by a joint venture of Cleveland Bridge and Engineering Company Ltd. (a member of the Cementation Group of Companies) and Redpath Dorman Long Ltd. (Northern and Tubes Group, British Steel Corporation). The contract is for the fabrication and erection of the structural steelwork for the navigation span of a dual carriageway bridge over Guanabara Bay linking the cities of Rio de Janeiro and Niteroi. Associated with the two British firms, is Montreal-Engeharia SA of Brazil, who will act as sub-contractors for the erection work with the assistance of the British partnership.

### £2 million increase in ICI petrochemical exports

A £2 million increase in exports was achieved in 1968 by ICI's Heavy Organic Chemicals Division, who make the company's petrochemical products. Total overseas sales during the year reached a new record of almost £15 million. In 10 years HOC has more than quadrupled its export sales. The Division's four major markets were Holland, France, United States and Russia.

### Locomotives for gold mines

Greenwood & Batley of Leeds has received a £25,000 order from South Africa for five trolley/battery electric locomotives, for use in the Elsburg gold mines in the Transvaal. The order was placed by the firm's South African agents, Robert Hudson & Sons, who will be supplying transformers and batteries for the locomotives. A further £16,000 order has been received for a pulp mill in Arauco, Chile.

### Repeat Canadian order

Within five months of their appointment as sole distributor in Canada for tipping gear equipment manufactured by Milshaw Hydraulics Limited, Bradford, Yorkshire (a W. P. Butterfield company), Aircraft Appliances and Equipment Limited, of Rexdale, Ontario, have placed a further order for 60 assorted tipping gear units. The Canadian company (a member of the American Lear Siegler organization) placed a similar order worth, with spares, over £10,000. when they were appointed in November 1968.

### Belgian contract

George Wimpey M.E. & C. Limited have been awarded a contract by Union Carbide Belgium NV for the engineering of a new silicones plant, to be located near Antwerp and designed to produce a wide range of products, including silicone surfactants for polyurethane foams.

### Switchboards for Australia

Cordless telephone switchboards worth over £260,000 are to be exported to Australia as a result of a contract which has just been won by Plessey Telecommunications Group. This follows a similar successful order from Australia last year and brings the total value of this type of switchboard order for the Australian Post Office to over half-a-million pounds in two years.

### Navigational aids for Liberia

The Marconi International Marine Co. Ltd. has received an order from Prosper Shipping and Enterprises Co. (Liberia), Monrovia, to supply communications equipment and navigational aids including radar, to each of two vessels on order from Mitsubishi Heavy Industries, Shimonesiki.

### Aircraft components for Sweden

A £25,000 order, for aircraft components, has been received by Rosemount Engineering Company Ltd. of Bognor Regis, Sussex, from SAAB Sweden, to be built into the instrumentation systems of the J37 Viggen aircraft.

### Steel buildings for Qatar

The Government of Qatar have awarded Taylor Woodrow (Building Exports) Limited, of London, a contract to supply six 'Arcon' steel buildings, totalling 72,500 sq. ft. for their vocational training centre at Doha. In addition they have asked the company to supply three two-ton and one five-ton hand operated overhead travelling cranes and all supporting steelwork for existing workshops at Doha, including two of 'Arcon' construction.

### Generators for Burma

Two gas turbine powered generating sets have been exported to Burma by Dale Electric of Great Britain Limited of Filey. The equipment will be used to provide standby electricity in Rangoon for the Electricity Supply Board of the Government of the Union of Burma. The firm export over 70 per cent of their output.

### £47,000 glass toughening plant

The Heat Flow Division of Efco-Royce Furnaces Ltd. – one of the Efco Group of Companies – has received a £47,000 order from France for the supply and installation of a glass toughening plant.

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM)

## GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN COMMUNITIES

### *Customs legislation in the EEC*

THE *Board of Trade Journal* dated March 21 (page 872), contained an announcement about a number of directives for the harmonization of customs legislation in the EEC.

The following is a translation of one of these directives, No. 69/76 (CEE), concerning the carrying over of payment of Customs duties, taxes having equivalent effect and agricultural levies. It must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the French language.

COUNCIL DIRECTIVE of March 4, 1969 on harmonization of legislation, regulations and administrative rules on carrying over payment of Customs duties, taxes having equivalent effect and agricultural levies. (69/76/CEE)

THE COUNCIL OF THE EUROPEAN COMMUNITIES,

having regard to the Treaty establishing the European Economic Community, and in particular Article 100,
having regard to the Commission's proposal,
having regard to the opinion of the Assembly,
having regard to the opinion of the Economic and Social Committee
whereas the Community is based on a Customs union;

Whereas the introduction of the Customs union is essentially governed by the provisions of Title I Chapter 1 of the second part of the Treaty, and this chapter contains a number of specific provisions, particularly in regard to the elimination of Customs duties as between Member States, the setting up and gradual introduction of the Common Customs Tariff and any independent alteration or suspension of duties contained therein; whereas although article 27 specifies that Member States shall, before the end of the first stage and insofar as may be necessary, take steps to approximate their legislation, regulations and administrative rules in respect of Customs matters, the said article does not empower the institutions of the Community to draw up binding provisions in this field; whereas a study in depth undertaken with the Member States has nevertheless clearly shown the necessity of laying down in certain fields, by means of binding Community instruments, the essential measures for the introduction of Customs legislation ensuring uniform application of the Common Customs Tariff;

Whereas all the Member States have laid down legislation, regulations and administrative rules on carrying over payment of Customs duties, taxes having equivalent effect and agricultural levies payable on goods for which a Customs declaration has been supplied entailing the obligation to effect such a payment;

Whereas there are certain divergencies between these provisions which might cause deflections of trade and Customs receipts if they were still in existence when the Customs union is finally established;

Whereas these provisions directly affect the setting up and functioning of the Common Market;

Whereas it is expedient to provide for carrying forward payment of the Customs debt, and an appropriate solution is provided by a uniform term of payment applicable in all Member States of an average duration of 30 days;

Whereas it is expedient to specify that easy terms for payment granted by the Member States in addition to carrying forward payment may be conceded only under conditions equivalent to those prevailing in the same circumstances on the national money market,

HAS ADOPTED THE PRESENT DIRECTIVE:

**Article 1**

The provisions of the present directive apply only to goods for which a Customs declaration has been made entailing an obligation to pay Customs duties, taxes having equivalent effect and agricultural levies.

**Article 2**

At the request of the person liable, he may be permitted to carry over payment of Customs duties, taxes having equivalent effect and agricultural levies payable on the goods referred to in Article 1 without interest, on deposit of appropriate security and under the conditions laid down by national legislation, regulations and administrative rules. The person liable may be required to pay certain charges in connection with this carrying over.

Subject to the application of Articles 3, 4 and 5, the term of payment shall be fixed at 30 days calculated from the date on which the amount due is carried to account by the authority responsible for collection, which date must not be more than two days after the date of issue of the authorization to remove the goods.

However, subject to the provisions referred to in the proceding paragraph, where in a Member State the term of payment applicable on July 1, 1967 was greater or less than 30 days, such Member State shall have until December 31, 1970 to bring the term of payment applicable on July 1, 1967 into line with the specified term of 30 days; however, the maximum term must be restricted to 45 days from October 1, 1969.

**Article 3**

1. Where import operations carried out within a given period are grouped together and carried to account in a single entry at the end of the period by the authority responsible for collection, the term of payment specified in Article 2 shall be reduced by a number of days equal to half the number of days contained in the period concerned.

2. Where the number of days in the period referred to in paragraph 1 is an odd number, the number of days subtracted shall be equal to half the even number immediately below this odd number.

3. The length of the period referred to in paragraph 1 may not exceed that of the term of payment specified in Article 2.

**Article 4**

1. Where the easy terms for payment mentioned in Article 2 are granted collectively for all the Customs declarations carried to account within a given period, the term of payment specified in Article 2 shall be calculated from the end of that period and shall be reduced by a number of days equal to half the number of days contained in the period concerned.

2. Where the number of days in the period referred to in paragraph 1 is an odd number, the number of days subtracted shall be equal to half the even number immediately below this odd number.

3. The length of the period referred to in paragraph 1 may not exceed that of the term of payment specified in Article 2.

**Article 5**

If the due date arrived at under the conditions specified in Articles 2, 3 and 4 is not a working day, the term of payment shall be extended to the first working day following such date.

**Article 6**

Where a Member State grants easy terms for payment in addition

to carrying over payment as specified in Articles 1 to 5, the charges paid by the person liable, and in particular the interest, must be calculated in such a way that their amount is equivalent to that which would be required on the national money market.

**Article 7**

The Member States shall put into effect the measures necessary to comply with the present directive by October 1, 1969 at the latest.

**Article 8**

Each Member State shall inform the Commission of the provisions which it adopts for the application of the present directive.

The Commission shall transmit this information to the other Member States.

**Article 9**

The present directive is addressed to the Member States.

Done at Brussels, March 4, 1969.

## *Common agricultural policy*

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes:*

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

### MILK AND MILK PRODUCTS

**Regulation (CEE) No. 880/69** modifies **Regulations (CEE) Nos. 198/69, 507/69** and **685/69** relating to intervention measures in the butter and cream markets (*Journal Officiel* No. L114 dated May 13, 1969).

**Regulation (CEE) No. 895/69** modifies for the period July 29, 1968 to January 30, 1969 the rules specified by **Regulation (CEE) No. 823/68** so far as it concerns the levies to be collected on imports of Tilsit cheese (Havarti) (*Journal Officiel* No. L116 dated May 15, 1969).

**Regulation (CEE) No. 881/69** establishes the general rules relating to powdered milk wholly used in the manufacture of feedstuffs for calves (*Journal Officiel* No. L117 dated May 16, 1969).

### SUGAR

**Regulation (CEE) No. 877/68** modifies **Regulation (CEE) No. 836/68** relating to import and export certificates for sugar, sugar beet and molasses (*Journal Officiel* No. L114 dated May 13, 1969).

**Regulation (CEE) No. 878/69** modifies **Regulation (CEE) No. 837/68** relating to the methods of applying the levy in the sugar sector (*Journal Officiel* No. L114 dated May 13, 1969).

**Regulation (CEE) No. 879/69** modifies **Regulation (CEE) No. 1787/68** relating to the partial exemption from levies for certain quantities of dried sugar beet for the brewery industry and the manufacture of coffee substitutes (*Journal Officiel* No. L114 dated May 13, 1969).

**Regulation (CEE) No. 891/69** fixes the single ratio of equivalence for the production refund for sugar used in the manufacture of fructose (Tariff heading ex 29.43B) (*Journal Officiel* No. L115 dated May 14, 1969).

**Regulation (CEE) No. 911/69** relates to measures intended to facilitate the disposal of sugar products in the French overseas departments (*Journal Officiel* No. L118 dated May 17, 1969).

### CEREALS, RICE AND COMPOUND ANIMAL FEEDSTUFFS

**Decisions No. 69/138/CEE, No. 69/139/CEE** and **No. 69/140/CEE** authorize Germany, Belgium and the Netherlands respectively to restrict intervention purchases of certain cereals (*Journal Officiel* No. L112 dated May 9, 1969).

**Regulation (CEE) No. 896/69** fixes the threshold price for cereals for the 1969/1970 Marketing Year (*Journal Officiel* No. L116 dated May 15, 1969).

**Regulation (CEE) No. 882/69** fixes the compensating guarantee for soft wheat, bread-rye and maize in stock at the end of the 1968/69 Marketing Year (*Journal Officiel* No. 117 dated May 16, 1969).

**Regulation (CEE) No. 883/69** fixes, for the 1969/1970 Marketing Year, the monthly increases in the prices of cereals, flour, groats and wheat or rye meal (*Journal Officiel* No. L117 dated May 16, 1969).

**Decision No. 69/144/CEE** ascertains that the conditions specified for the movement of soft wheat intended for a national food aid operation are fulfilled (*Journal Officiel* No. L117 dated May 16, 1969).

### OILSEEDS, OILS AND FATS

**Regulation (CEE) No. 871/69** finally fiixes the amount of aid for colza and rape seeds, provisionally determined from March 31, 1969 (*Journal Officiel* No. L113 dated May 10, 1969).

**Regulation (CEE) No. 876/69** fixes the conditions for an auction for the sale of colza and rape seeds held by the German Intervention Organization (*Journal Officiel* No. L114 dated May 13, 1969).

**Regulation (CEE) No. 893/69** fixes the production refund for olive oil used in the manufacture of tinned fish and vegetables (*Journal Officiel* No. L115 dated May 14, 1969).

### PIGMEAT

**Regulation (CEE) No. 897/69** relates to the general rules in case of acute price increases in the pigmeat sector (*Journal Officiel* No. L116 dated May 15, 1969).

### HARMONIZATION OF LEGISLATION – PROPOSED DIRECTIVES

*The Journal Officiel des Communautés Européennes* No. C54 dated April 28, 1969 contains the draft texts of two proposed Directives which have been submitted to the Council of the EEC for approval as follows:

### 1. FOODSTUFFS

Proposed Directive relates to the harmonization of Member States legislation concerning emulsifying, stabilizing, thickening and freezing agents being used in foodstuffs for human consumption.

### 2. MOTOR VEHICLES

Proposed Directive concerning the harmonization of Member States legislation relating to the steering mechanism of motor vehicles and their trailers.

The draft texts of these proposed Directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of these proposed Directives, when finally approved, may differ from the draft texts referred to above.

### IMPORTS FROM NON-MEMBER COUNTRIES INTO THE EEC

The *Board of Trade Journal* dated March 22, 1968 (page 938) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate. Details of alterations to this list of products were published in the *Board of Trade Journals* dated May 10, 1968 (page 1473), June 28, 1968 (page 1978), August 23, 1968 (page 568), October 28, 1968 (page 1151), December 6, 1968 (page 1596), February 7, 1969 (page 386), April 25, 1969 (page 1220) and May 21, 1969 (page 1471).

The *Journal Officiel des Communautés Européennes* No. L117 dated May 16, 1969 contains the text of **Decision No. 69/143/CEE** authorizing France to apply protection measures to the import of live sheep (Tariff heading No. 01.04A I(b)) and mutton and lamb (Tariff heading No. ex 02.01A IV), originating in third countries and freely circulating in the other Member States.

The French texts of the Decisions referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

## FINLAND

## *New patents legislation*

THE PATENTS ACT 1967 which repeals and replaces the old patent legislation came into force in Finland on January 1, 1968. An English translation of the Act is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.


Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

*Complete price list on request*

For our unequalled return of post service—write wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD.

39 Waterloo Road, London, N.W.2. *Tel:* 01-452 9861 (3 lines)

## FRANCE

### *Import regulations for meat, etc. for human consumption*

THE FRENCH *Journaux Officiels* of March 27 and May 13 announced that the following establishments should be added to the list of abattoirs and processing concerns in Britain inspected and approved by the competent authority.

| Name and address | Approved No. |
|---|---|
| **Abattoirs** | |
| Public Abattoir, Newcastle-upon-Tyne | EWS. 73 |
| North Devon Meat Ltd., Torrington, Devon | EWS. 74 |
| **Processing establishments** | |
| Marmite Ltd., Burton-on-Trent, Staffs. | EWP. 20 |
| Louis C. Edwards and Son Ltd., Manchester 10. | EWP. 21 |

The processing establishment listed below should be deleted from the list published in the *Board of Trade Journal* of January 24, 1969, page 247.

| | |
|---|---|
| Schweppes (Foods) Ltd., (Harveys Belgravia Foods Ltd.) Belgravia Works, London, N.19. | EWP. 2 |

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French texts may be seen.

## SPAIN

### *Import quotas*

THE SPANISH STATE *Gazettes* of May 13 and May 15 respectively published the following import quotas:

| Tariff Heading | Description | Quota Tons | Duty | Valid until |
|---|---|---|---|---|
| 73.10 B 1 | Wire rod ('Fermachine') | 10,000 | — | 30.6.1969 |
| 48.01 C 1 | Kraft fabric tissue of 40-45 grammes per sq. metre, with a longitudinal breaking strength of more than 10,000 metres | 500 | 24% | Not specified |

### *Tariff modifications*

The Spanish authorities have announced that the following item has been added to the Capital Goods List of the Spanish Customs Tariff:

| Tariff Heading | Description | Reduced duty | Valid until |
|---|---|---|---|
| 84.45 C 16 | Machines for stripping cylindrical bars | 5% | 28.4.71 |

**Corrections by the Spanish authorities**

Notice was given in the **Board of Trade Journal** dated May 9, 1969 of modifications to the Spanish Customs Tariff. The Spanish *State Gazette* of May 6 published corrections as follows:

Tariff heading 29.21-B should read 'dialkylphosporusthiates'.

Tariff heading 29.22-A.4 should read 'adipate of hexamethylendiamine monomer'.

Tariff heading 29.31-G should read '2,4,5,4-tetrachlorodiphenylsulphone; N-trichloromethylthio-3a,4,7,7a-tetrahydrophthalamide; N-(trichloromethylthio)-phthalamide; N-(1,1,2,2-tetrachloroethylthio) 1,2,3,6-tetrahydrophthalamide'.

Tariff heading 29.31-H should read '2,3-dicarbonitrile' etc.

Tariff heading 38.11-B, line 10, should have a comma between 'hexachlorobenzene and sulphur'. 'Papadidioric benzene' on line 8 should read 'paradichloro benzene'.

## SWITZERLAND

### *Compensatory tax*

THE SWISS Recueil des Lois Federales of April 25, 1969, published an order of the Federal Council levying a compensatory tax, in addition to the normal customs duty, on the products of tariff item No. 38.19.38.

Under this order, with effect from April 25, 1969, goods imported under this item, irrespective of origin, which are to be used as motor fuel are subject to a compensatory tax of Fr. 25.50 per 100 kg. gross.

For fuel used in agriculture, forestry and fishing and other uses which benefit from duty reductions, the compensatory tax is refunded in accordance with regulations that apply to benzene.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

## LIBYA

### *Budget*

THE LIBYAN Budget is balanced at the record figure of £L426 million. Of this total the General Budget amounts to £L190 million; the Development Budget (i.e. the first year of the Second Five-year Plan) £L145 million; Defence and Aid to Arab Countries £L75 million; Emergency Reserve Fund £L15 million; Pension Settlement £L1 million.

Revenues include: £L353 million from petroleum; £L39 million from Customs and Excise; £L9 million from general taxes and £L3 million from natural gas.

General Budget Expenditure of £L190 million is allocated as follows:

| Table of expenditures (£L million – rounded figures) | |
|---|---|
| The King | 0·300 |
| Royal Diwan | 0·360 |
| Crown Prince Dept. | 0·120 |
| Senate | 0·383 |
| House of Representatives | 0·565 |
| Supreme Court | 0·300 |
| Premiership | 0·538 |
| Interior | 32·300 |
| Communications | 17·300 |
| Public Works | 7·044 |
| Defence | 16·406 |
| Education | 44·830 |
| Information and Culture | 5·131 |
| Foreign Affairs | 2·350 |
| Health | 16·300 |
| Labour and Social Affairs | 4·300 |
| National Economy | 0·888 |
| Industry | 1·640 |
| Agriculture | 6·040 |
| Petroleum Affairs | 1·020 |
| Finance | 4·588 |
| Parliamentary Affairs | 0·025 |
| Justice | 3·803 |
| Civil Affairs | 0·968 |
| Planning and Development | 1·004 |
| Housing | 6·155 |
| Audit Dept | 0·659 |
| Youth and Sports | 2·168 |
| Municipalities | 3·675 |
| Tourism and Antiquities | 1·569 |
| Other expenses | 6·923 |
| Running Expenses | 0·115 |
| Emergencies | 0·550 |

**Second Five-year Plan**

Heads of Expenditure for the Second Five-year Plan are as follows:

| Table of Expenditures (1 million – rounded figures) | Total Expenditure | 1969/70 Expenditure |
|---|---|---|
| Agriculture | 150·0 | 16·0 |
| Industry | 90·5 | 7·8 |
| Economy and Trade | 1·5 | 0·26 |
| Tourism and Antiquities | 14·9 | 0·75 |
| Education | 116·25 | 14·6 |
| Civil Service | 2·3 | 0·44 |
| Information and Culture | 29·8 | 3·2 |
| Labour and Social Affairs | 22·5 | 2·0 |
| Health | 56·0 | 7·4 |
| Youth and Sport | 11·25 | 3·0 |
| Communications | 162·5 | 22·6 |
| Municipal Affairs | 101·8 | 13·0 |
| Housing and State Property | 128·5 | 22·2 |
| Public Works | 177·3 | 24·9 |
| Interior | 19·3 | 1·3 |
| Planning and Development | 6·7 | 0·7 |
| Project Reserves | 58·0 | 2·0 |

Further details will be published when they become available.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting reference CRE 25585/G.

# *Customs tariff changes*

THE FIRST and Second Schedules to the Nigerian Customs Tariff are amended by the Customs Tariff (Duties and Exemptions) (No. 2) Order, 1969, as below and became effective from May 8, 1969:

**Schedule 1: Import duties**

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| 03.01 | Fish, fresh (live or dead), chilled or frozen:<br>A, B and C | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is:<br>'A. Caught and landed by canoes or by Nigerian - owned vessels registered in Nigeria and flying the Nigerian flag — Free — Free<br>B. Other — 50% — Free' |
| 03.03 | Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans in shell, simply boiled in water:<br>A, B and C | *Delete* the entries in the columns 'Tariff Description' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is:<br>'A. Fresh, chilled or frozen, caught and landed by canoes or Nigerian - owned vessels registered in Nigeria and flying the Nigerian flag — Free — Free<br>B. Other — 50% — Free' |
| 04.02 | Milk and cream, preserved, concentrated or sweetened:<br>B | In sub-heading B, *delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is:<br>'B. Milk powder imported by a manufacturer approved in that behalf by the Commissioner — 20% — Free<br>C. Other — 33⅓% — Free' |
| 04.05 | Birds' eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not | *Delete* the rates of duty in the columns 'Fiscal Entry' and 'Full' and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' respectively, that is:<br>'A. Eggs for hatching imported by a user approved in that behalf by the Commissioner — Free — Free<br>B. Other — 66⅔% — Free' |
| 20.01/02 | Vegetables and fruit, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard; vegetables prepared or preserved otherwise than by vinegar or acetic acid including tomato juice the dry weight content of which is 7% or more<br>A | In sub-heading A, *delete* the rates of duty in the columns 'Fiscal Entry' and 'Full' and *substitute* respectively the following entries, that is:<br>'the ounce (net weight) £0 0s. 1d. or 100% — Free' |
| 27.09/10 | Petroleum oils and oils obtained from bituminous minerals; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations:<br>(i) B<br>(ii) C<br>(iii) D (2) | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'the gallon £0 1s. 11d.'.<br>In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'the gallon £0 1s. 2d.'.<br>In sub-heading D (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'the gallon £0 1s. 11d.'. |
| 28.01/58 | Chemical elements, inorganic chemical compounds and other products specified in Notes 1 and 2 to this Chapter:<br>D | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is: |

(*Continued on next page*)

JOHANNESBURG — NAIROBI — ENTEBBE
DAR ES SALAAM NDOLA AND LUSAKA
FROM BRUSSELS

OTHER SABENA CARGO SERVICES
TO LAGOS — KANO — ABIDJAN — NIAMEY
KIGALI — KINSHASA — BUJUMBURA

*Consult your CARGO AGENT or*

SABENA BELGIAN World AIRLINES

LONDON Skyport 7290/1 MANCHESTER Mercury 1542
BIRMINGHAM 643 6105 GLASGOW 248 6018/9
DUBLIN 773440

SABENA IS A MEMBER OF IATA 1919 1969 QUALITY IN AIR TRANSPORT

## NIGERIA, *continued*

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| | | 'D. Colouring materials; textile processing materials: (1) Imported by a manufacturer approved in that behalf by the Commissioner 10% Free (2) Other 33⅓% Free' |
| 29.01/45 | Organic compounds and other products mentioned in Note 1 to this Chapter: D | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is: 'D. Colouring materials; textile processing materials: (1) Imported by a manufacturer approved in that behalf by the Commissioner 10% Free (2) Other 33⅓% Free' |
| 30.01/02 | Organo-therapeutic glands or other organs, dried, whether or not powdered; organo-therapeutic extracts of glands or other organs of their secretions; other animal substances prepared for therapeutic or prophylactic uses, not elsewhere specified or included; antisera microbial cultures, vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '20%'. |
| 30.04 | Wadding, gauze, bandages and similar articles (for example, dressings, adhesive plasters, poultices), impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes other than goods specified in Note 3 to this Chapter | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '20%'. |
| 30.05 | Other pharmaceutical goods as defined in Note 3 to this Chapter | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '20%'. |
| 32.08 | Prepared pigments, prepared opacifiers and prepared colours, vitrifiable enamels and glazes, liquid lustres and similar products, of the kind used in the ceramic, enamelling and glass industries; engobes (slips); glass frit and other glass, in the form of powder, granules or flakes | *Delete* the rate of duty in the columns 'Fiscal Entry' and 'Full' and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description', 'Fiscal Entry', and 'Full' respectively that is: 'A. Glass frits and powdered vitrite imported by a manufacturer approved in that behalf by the Commissioner 10% Free B 33⅓% Free' |
| 37.01 | Photographic plates and film in the flat, sensitized, unexposed, of any material other than paper, paperboard or cloth: A, B and C | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is: 'A. Lithographic sheet film of a speed slower than H. and D. 100, 16/10 DIN or 27-Scheiner Free Free B. Other 50% Free' |
| 37.02 | Films in rolls (including cinematograph film), sensitized, unexposed, perforated or not: A, B and C | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* the following sub-headings and the rates of duty applicable thereto, that is: 'A. Cinematograph films exceeding 9·5 mm. in width Free Free B. Other 50% Free' |
| 37.04 | Sensitized plates and film, exposed but not developed, negative or positive: B and C | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* the following sub-heading and the rate of duty applicable thereto, that is: 'B. Other 33⅓% Free' |
| 37.05 | Plates, imperforated film and perforated film (other than cinematograph film), exposed and developed, negative and positive: | In sub-heading A, *delete* the entry in the column 'Tariff Description' and *substitute*: 'A. Positives'. |

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| 39.01/06 | Artificial resins (including run gums) and artificial plastic materials; regenerated cellulose; cellulose acetate and other derivatives of cellulose; hardened casein, gelatin and other hardened proteins; vulcanized fibre, chlorinated rubber and other chemical derivatives of natural rubber; silicones; polyisobutylene; other high polymers (including alginic acid and its salts and esters); linoxyn: E | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-heading and rates of duty applicable thereto, that is: 'E. Plastic films, including polyethylene and regenerated cellulose 50% Free' |
| 39.07 | Articles of materials of the kind described in heading No. 39.01/06: (i) A | In sub-heading A, *delete* the entry in the column 'Tariff Description' and *substitute*: 'A. Banana wrapping being clear polyethylene endless tubes perforated both latitudinally and longitudinally having a minimum width of 26 inches'. |
| | (ii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| 40.10 | Transmission, conveyor or elevator belts or belting, of vulvanized rubber: A | In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| 40.14 | Other articles of unhardened vulcanized rubber: A | In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| 42.03 | Articles of apparel and clothing accessories, of leather or of composition leather | *Delete* the rates of duty in the columns 'Fiscal Entry' and 'Full' and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description', 'Fiscal Entry' and 'Full', that is: 'A. Boxing gloves 25% Free B. Other 40% Free' |
| 42.04 | Articles of leather or of composition leather, of a kind used in machinery or mechanical appliances or for industrial purposes: A | In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| 44.09/12 | Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; wooden sticks roughly trimmed but not turned, bent or otherwise worked, suitable for the manufacture of walking sticks, whips, golf club shafts, umbrella handles, tool handles or the like; chipwood; drawn wood; matchsplints; wooden pegs or pins for footwear; wood wool and wood flour; wood shavings of a kind suitable for use in the manufacture of vinegar or for the clarification of liquids: (i) A (1) | In sub-heading A (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| | (ii) C | In sub-heading C, *delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-heading and rate of duty applicable thereto, that is: 'C. Splints and skillets 33⅓% Free' |
| 44.25/26 | Wooden tools, tool bodies, tool handles; boot and shoe lasts and trees, of wood; spools, cops, bobbins, sewing thread reels and the like, of turned wood: B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| 44.03/04 | Agglomerated cork (being cork agglomerated with or without a binding substance) and articles of natural or agglomerated cork: A, B, C and D | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'A. Mats and matting 50% Free B. Tiles 66⅔% Free C. Other 33⅓% Free' |
| 48.20/21 | Bobbins, spools, cops and similar supports of paper, pulp, paper or paperboard (whether or not perforated or hardened); other articles of paper pulp, paper, paperboard or cellulose wadding: A | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| 55.07/09 | Woven fabrics of cotton: B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute*: 'the sq. yard £0 0s. 9d.' |

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| 59.05/06 | Nets and netting and articles (for example fishing nets), made of yarn, twine, cordage, rope or cables (other than textile fabrics and articles made from such fabrics):<br>A, B and C | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is:<br>'A. Cargo nets; fishing nets 33⅓% Free<br>B. Other 40% Free' |
| 59.15/16 | Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials; transmission, conveyor or elevator belts or belting, of textile material, whether or not strengthened with metal or other material:<br>A | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| 62.03 | Sacks and bags, of a kind used for the packing of goods:<br>(i) A | In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'each £0 0s. 4d.'. |
| | (ii) B (2) (a) | In sub-heading B (2) (a), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'each £0 0s. 10d.'. |
| 64.06 | Gaiters, spats, leggings, puttees, cricket pads, shin-guards and similar articles, and parts thereof | *Delete* the rates of duty in the columns 'Fiscal Entry' and 'Full' and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' respectively, that is:<br>'A. Cricket pads, shinguards and similar articles 25% Free<br>B. Other 40% Free' |
| 70.10 | Carboys, bottles, jars, pots, tubular containers and similar containers of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass:<br>A and B | *Delete* the entries in the columns 'Tariff Description' 'Fiscal Entry' and 'Full' and *insert* against the main heading in the columns 'Fiscal Entry' and 'Full' the following rates of duty, that is:<br>'33⅓% Free' |
| 70.21 | Other articles of glass:<br>A, B and C | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is:<br>'A. Articles of a kind used for domestic purposes 40% Free<br>B. Other 33⅓% Free' |
| 73.01 | Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms | *Delete* the rate of duty in the columns 'Fiscal Entry' and 'Full', and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' respectively, that is:<br>'A. Imported by a manufacturer approved in that behalf by the Commissioner 10% Free<br>B. Other 66⅔% Free' |
| 73.02 | Ferro alloys | *Delete* the rate of duty in the columns 'Fiscal Entry' and 'Full', and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' respectively, that is:<br>'A. Imported by a manufacturer approved in that behalf by the Commissioner 10% Free<br>B. Other 66⅔% Free' |
| 73.03 | Waste and scrap metal of iron or steel | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.04/05 | Shot and angular grit (whether or not graded); wire pellets, and powders, of iron or steel; sponge iron or steel | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.06 | Puddled bars and pilings; ingots, blocks, lumps and similar forms of iron or steel | *Delete* the rates of duty in the columns 'Fiscal Entry' and 'Full' and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' respectively, that is:<br>'A. Ingot, imported by a manufacturer approved in that behalf by the Commissioner 10% Free<br>B. Other 66⅔% Free' |
| 73.07 | Blooms, billets, slabs and sheet bars (including tinplate bars), of iron or steel; pieces roughly shaped by forging, of iron or steel:<br>A and B | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is: |

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| | | 'A. Pieces roughly shaped by forging 33⅓% Free<br>B. Other:<br>(1) Imported by a manufacturer approved in that behalf by the Commissioner 10% Free<br>(2) Other 66⅔% Free' |
| 73.08 | Iron or steel coils for re-rolling | *Delete* the rates of duty in the columns 'Fiscal Entry' and 'Full', and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' respectively, that is:<br>'A. Imported by manufacturer approved in that behalf by the Commissioner 10% Free<br>B. Other 66⅔% Free' |
| 73.09 | Universal plates of iron or steel:<br>A and B | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is:<br>'A. Unworked or temporarily coated with an anti-rust or anti-corrosive preparation 33⅓% Free<br>B. Steel sheet plate imported by a manufacturer approved in that behalf by the Commissioner 20% Free<br>C. Other 66⅔% Free' |
| 73.10 | Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold finished (including precision-made); hollow mining drill steel:<br>A and B | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the follow |

(*Continued on next page*)


# Have YOU looked for EXPORT MARKETS?

**We will gladly share with you the knowledge and experience of our Managers and the close connections we have in the countries listed below. If the answers to your export questions are not on file we can quickly supply them.**

INDIA · JORDAN · LEBANON · MOROCCO · SAUDI ARABIA
SOUTHERN YEMEN · SWITZERLAND · TUNISIA · ABU DHABI
BAHRAIN · DUBAI · KUWAIT · MUSCAT AND OMAN · QATAR
RAS AL KHAIMAH · SHARJAH.

## THE BRITISH BANK OF THE MIDDLE EAST

**Head Office** 7 King William Street, London, EC4 Tel 01-626 2643 Telex 263473
**Associate Banks** The Bank of Iran and the Middle East: Teheran and Khorramshahr. Bank of North Africa. Libya: Tripoli, Benghazi, Mersa Brega and Ajdabiah.

***A member of the Hongkong Bank Group***

## NIGERIA, *continued*

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| | | ing sub-headings and the rates of duty applicable thereto, that is:<br>'A. Bars and rods (except concrete reinforcing bars and rods) unworked or cut to size but not otherwise worked:<br>(1) Bars steel, for use exclusively for the manufacture of motor vehicle leaf springs imported by a manufacturer approved in that behalf by the Commissioner 10% Free<br>(2) Flat bars imported by a manufacturer approved in that behalf by the Commissioner 20% Free<br>(3) Other 33⅓% Free<br>B. Other 66⅔% Free' |
| 73.11 | Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished, sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements:<br>A, B and C | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is:<br>'A. Angles, shapes and sections unworked or cut to size but not otherwise worked; sheet piling; roofing ridgings:<br>(1) Angle iron imported by a manufacturer approved in that behalf by the Commissioner 20% Free<br>(2) Other 33⅓% Free<br>B Other 66⅔% Free' |
| 73.12 | Hoop and strip, of iron or steel, hot-rolled or cold-rolled:<br>A and B | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is:<br>'A. Unworked or temporarily coated with an anti-rust or anti-corrosive preparation:<br>(1) Steel strips; tinplate not exceeding ·016 inch gauge:<br>(a) Imported by a manufacturer approved in that behalf by the Commissioner 20% Free<br>(b) Other 33⅓% Free<br>(2) Other 33⅓% Free<br>B. Other 66⅔% Free' |
| 73.13 | Sheets and plates, of iron or steel, hot-rolled or cold-rolled:<br>B | In sub-heading B, *delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is:<br>'B. Unworked or temporarily coated with an anti-rust or anti-corrosive preparation:<br>(1) Steel sheet plate; tinplate not exceeding ·016 inch gauge:<br>(a) Imported by a manufacturer approved in that behalf by the Commissioner 20% Free<br>(b) Other 33⅓% Free<br>(2) Other 33⅓% Free<br>C. Other 66⅔% Free' |
| 73.14 | Iron or steel wire, whether or not coated, but not insulated:<br>(i) A (1) | In sub-heading A (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'. |
| | (ii) A (2) | In sub-heading A (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| | (iii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.16 | Railway and tramway track construction material of iron or steel, the following: rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fish-plates, chairs, chair wedges, sole plates (base plates), rail clips, bed plates, ties and other material specialized for joining or fixing rails | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%' |
| 73.17/20 | Tubes and pipes (including hydro-electric conduits) and blanks and fittings therefor (for example, joints, elbows, unions and flanges), of iron or steel:<br>A and B | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is:<br>'A. For water supply, sewerage, drainage or irrigation:<br>(1) Of between ¼ inch and 2½ inches bore 33⅓% Free<br>(2) Other Free Free<br>B. Other 66⅔% Free' |
| 73.21 | Structures, complete or incomplete, whether or not assembled, and parts of structures (for example, hangars and other buildings, bridges and bridge-sections, lockgates, towers, lattice masts, roofs, roofing frameworks, door and window frames, shutters, balustrades, pillars and columns), of iron or steel; plates, strip, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of iron or steel:<br>(i) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'. |
| | (ii) C | In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.22 | Reservoirs, tanks, vats, and similar containers, for any material, of iron or steel, of a capacity exceeding 300 litres whether or not lined or heat-insulated, but not fitted with mechanical or thermal equipment | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.23 | Casks, drums, cans, boxes and similar containers, of sheet or plate iron or steel, of a description commonly used for the conveyance or packing of goods | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.25 | Stranded wire, cables, cordage, ropes, plaited bands, slings and the like, of iron or steel wire, but excluding insulated electric cables:<br>B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.26 | Barbed iron or steel wire; twisted hoop or single flat wire; barbed or not, and loosely twisted double wire, of kinds used for fencing of iron or steel | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'the lb. £0 0s. 2d. or 66⅔%'. |
| 73.27 | Gauze, cloth, grill, netting, fencing, reinforcing fabrics, and similar materials, or iron or steel wire:<br>(i) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'the lb. £0 0s. 2d. or 66⅔%'. |
| | (ii) C | In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.28 | Expanded metal, of iron or steel | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.29 | Chain and parts thereof, of iron or steel:<br>B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.31 | Nails, tacks, staples, hooknails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, but not including such articles with heads of copper:<br>(i) A | In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'the lb. £0 0s. 2d. or 66⅔%'. |
| | (ii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.32 | Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| 73.33 | Needles for hand sewing (including embroidery), hand carpet needles and hand knitting needles, bodkins, crochet hooks, and the like, and embroidery stilettos, of iron or steel, including blanks | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'. |
| 73.34 | Pins (excluding hatpins and other ornamental pins and drawing pins), hairpins and curling grips, of iron or steel | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.35 | Springs and leaves for springs, of iron or steel:<br>B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.36 | Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gasrings, plate-warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.37 | Boilers (excluding steam-generating boilers of heading No. 84.01) and radiators, for central heating, not electrically heated, and parts thereof of iron or steel; air heaters or hot air distributors (including those which can also distribute cool or conditioned air), not electrically heated, incorporating a motor-driven fan or blower, and parts thereof, of iron or steel | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.38 | Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of iron or steel:<br>C | In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.39 | Iron or steel wool; pot scourers and scouring and polishing pads, gloves and the like, of iron or steel | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 73.40 | Other articles of iron or steel:<br>(i) A | In sub-heaidng A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| | (ii) D (1) | In sub-heading D (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'each article £0 6s 0d or 66⅔%'. |
| | (iii) D (2) | In sub-heading D (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| | (iv) E | In sub-heading E, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.01 | Copper matter; unwrought copper (refined or not); copper waste and scrap | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.02 | Master alloys | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.03/05 | Wrought bars, rods, angles, shapes and sections, plates, sheets and strip, of copper; copper foil (whether or not embossed, cut to shape, perforated, coated, printed or backed with paper or other reinforcing materials):<br>(i) A (1) | In sub-heading A (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'. |
| | (ii) A (2) | In sub-heading A (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| | (iii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'. |
| | (iv) C | In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 66⅔%'. |
| 74.06 | Copper powder and flakes | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.07/08 | Tubes and pipe and blanks therefor, of copper; hollow bars, and tube and pipe fittings (for example, joints elbows, sockets and flanges), of copper:<br>A and B | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is:<br>'A. For water supply, sewerage drainage or irrigation:<br>(1) Of between ¼ inch and 2½ inches bore — 33⅓% — Free<br>(2) Other — Free — Free<br>B. Other — 66⅔% — Free' |
| 74.09 | Reservoirs, tanks, vats and similar containers, for any material, of copper, of a capacity exceeding three hundred litres, whether or not lined or heat-insulated, but not fitted with mechanical or thermal equipment:<br>(i) A | In sub-heading A, *delete* the rate of duty in the column, 'Fiscal Entry' and *substitute* '20%'. |
| | (ii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'. |
| | (iii) C | In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.10 | Stranded wire, cables, cordage, ropes, plaited bands and the like, of copper wire, but excluding insulated electric wire and cables | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.11 | Gauze, cloth, grill, netting fencing, reinforcing fabric and similar materials (including endless bands), of copper wire | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.12 | Expanded metal, of copper | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.13 | Chain and parts thereof, of copper | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.14 | Nails tacks, staples, hook-nails, spiked-cramps, studs, spikes and drawing pins, of copper, or of iron or steel with heads of copper:<br>(i) A | In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'the lb. £0 0s. 2d. or 66⅔%'. |
| | (ii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.15 | Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter-pin washers and spring washers of copper | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.16 | Springs, of copper | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.17 | Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, and parts thereof, of copper | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 74.18 | Other articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of copper:<br>A and B | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *insert* the following rates of duty against the main heading in the columns 'Fiscal Entry' and 'Full' that is:<br>'66⅔% Free' |
| 74.19 | Other articles of copper:<br>B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 66⅔%'. |
| 75.01 | Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unwrought nickel (excluding electro-plating anodes); nickel waste and scrap | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 75.02/03 | Wrought bars, rods, angles shapes and sections, plates sheets and strip, of nickel; single strand nickel wire; nickel foil; nickel powder and flakes:<br>(i) A (1) | In sub-heading A (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'. |
| | (ii) A (2) | In sub-heading A (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| | (iii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'. |
| | (iv) C | In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 75.04 | Tubes and pipes and blanks therefor, of nickel; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of nickel:<br>A and B | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is:<br>A. For water supply, sewerage, drainage or irrigation:<br>(1) Of between ¼ inch and 2½ inches bore — 33⅓% — Free<br>(2) Other — Free — Free<br>B. Other — 66⅔% — Free' |
| 75.05 | Electro-plating anodes, of nickel wrought or unwrought, including those produced by electrolysis | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 75.06 | Other articles of nickel:<br>A and B | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *insert* the following rates of duty against the main heading in the columns 'Fiscal Entry' and 'Full', that is:<br>'66⅔% Free' |
| 76.01 | Unwrought aluminium; aluminium waste and scrap | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 76.02/04 | Wrought bars, rods, angles shapes and sections, plates sheets and strip, of | |

(*Continued on next page*)

## NIGERIA, *continued*

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| | aluminium; single strand aluminium wire; aluminium foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing materials):<br>A, B, C, D and E | *Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-heading and the rates of duty applicable thereto, that is:<br>'A. Aluminium and Aluminium Sheet Products: plates, sheets and circles whether or not imported in coil, cut to shape but not further worked; wire uncoated, single strand:<br>(1) Imported by a manufacturer approved in that behalf by the Commissioner 33⅓% Free<br>(2) Other 66⅔% Free'<br>'B. Corrugated roofing sheets:<br>(1) Of a gauge not exceeding 25 66⅔% Free<br>(2) Of a gauge exceeding 25 the sq. ft. £0 0s 1½*d* or 33⅓% Free<br>C. Ridgings 33⅓% Free<br>D. Other 66⅔% Free' |
| 76.05 | Aluminium powders and flakes | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 76.06/07 | Tubes and pipes in blanks therefor, of aluminium; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of aluminium:<br>A and B | *Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is:<br>'A. For water supply sewerage, drainage or irrigation:<br>(1) Of between ¼ inch and 2½ inches bore 33⅓% Free<br>(2) Other Free Free<br>B. Other 66⅔% Free' |
| 76.08 | Structures, complete or incomplete, whether or not assembled, and parts and parts of structures (for example, hangers and other buildings, bridges, and bridge-sections, towers, lattice masts, roofs, roofing frameworks, door and window frames, balustrades, pillars and columns), of aluminium; plates, rods, angles, shapes, sections, tubes and the like, prepared for use in structures of aluminium | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 76.09 | Reservoirs, tanks, vats and similar containers, for any material, of aluminium, of a capacity exceeding three hundred litres, whether or not lined or heat-insulated, but not fitted with mechanical or thermal equipment:<br>(i) A<br>(ii) B<br>(iii) C | In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '20%'.<br>In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%'.<br>In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%' |
| 76.10 | Casks, drums, cans, boxes and similar containers (including rigid and collapsible tubular containers), of aluminium, of a description commonly used for the conveyance or packing of goods | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 76.12 | Stranded wire, cables, cordage, ropes, plaited bands and the like, of aluminium wire, but excluding insulated electric wires and cables | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%' |
| 76.13 | Gauze, cloth, grill, netting, reinforcing fabric and similar materials, of aluminium wire | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%' |
| 76.14 | Expanded metal, of aluminium | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%' |
| 76.15 | Articles of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use, and parts of such articles and ware, of aluminium:<br>A, B and C | *Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry,' and 'Full' and *insert* the following |

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| | | rates of duty against the main heading in the columns 'Fiscal Entry' and 'Full' that is:<br>'66⅔% Free' |
| 76.16 | Other articles of aluminium:<br>(i) B (1)<br>(ii) B (2)<br>(iii) C | In sub-heading B (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* 'each £0 6s. 0d. or 66⅔%'.<br>In sub-heading B (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'.<br>In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%' |
| 77.01/03 | Magnesium, unwrought or wrought and articles thereof:<br>A and B | *Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is:<br>'A. For water supply, sewerage, drainage or irrigation:<br>(1) Of between ¼ inch and 2½ inches bore 33⅓% Free<br>(2) Other Free Free<br>B. Other 66⅔% Free' |
| 77.04 | Beryllium, unwrought or wrought, and articles thereof:<br>(i) A (1)<br>(ii) A (2)<br>(iii) B | In sub-heading A (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'.<br>In sub-heading A (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'.<br>In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%' |
| 78.01 | Unwrought lead (including argentiferous lead), lead waste and scrap | *Delete* the rates of duty in the columns 'Fiscal Entry' and 'Full' and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' that is:<br>'A. Unwrought lead imported by a manufacturer approved in that behalf by the Commissioner 10% Free<br>B. Other 66⅔% Free.' |
| 78.02/04 | Wrought bars, rods, angles, shapes and sections, plates, sheets and strip, of lead; single strand lead wire; lead foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing materials); lead powder and flakes:<br>(i) A (1)<br>(ii) A (2)<br>(iii) B | In sub-heading A (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'.<br>In sub-heading A (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'.<br>In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%' |
| 78.05 | Tubes and pipes and blanks therefor, of lead; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets, flanges and S-bends), of lead:<br>A and B | *Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is:<br>'A. For water supply, sewerage, drainage or irrigation:<br>(1) Of between ¼ inch and 2½ inches bore 33⅓% Free<br>(2) Other Free Free<br>B. Other 66⅔% Free.' |
| 78.06 | Other articles of lead | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 79.01 | Unwrought zinc; zinc waste; scrap | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'. |
| 79.02/03 | Wrought bars, rods, angles, shapes and sections, plates, sheets and strip of zinc; single strand zinc wire; zinc foil; zinc powder and flakes:<br>(i) A (1)<br>(ii) A (2)<br>(iii) B | In sub-heading A (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%'.<br>In sub-heading A (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%'.<br>In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%' |
| 79.04 | Tubes and pipes and blanks therefor, of zinc; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of zinc:<br>A and B | *Delete* the entries in the columns 'Tariff Description,' Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is: |

| Tariff No. | Tariff Description | Extent of Amendment |
|---|---|---|
| | | 'A. For water supply, sewerage, drainage or irrigation: (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other Free Free B. Other 66⅔% Free.' |
| 79.05 | Gutters, roof capping, skylight frames, and other fabricated building components, of zinc: (i) A | In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%.' |
| | (ii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| 79.06 | Other articles of zinc: A and B | *Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *insert* the following rates of duty against the main heading in the columns 'Fiscal Entry' and 'Full' as follows: '66⅔% Free.' |
| 80.01 | Unwrought tin, tin waste and scrap | *Delete* the rate of duty in the column 'Fiscal Entry and *substitute* '66⅔%.' |
| 80.02/04 | Wrought bars, rods, angles, shapes and sections, plates, sheets and strip, of tin; single strand tin wire; tin foil (whether or not embossed, cut to shape, perforated, coated, printed or backed with paper or other reinforcing material); tin powder and flakes: (i) A (1) | In sub-heading A (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%.' |
| | (ii) A (2) | In sub-heading A (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| | (iii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| 80.05 | Tubes and pipes and blanks therefor, of tin; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of tin: A and B | *Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is: 'A. For water supply sewerage, drainage or irrigation: (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other Free Free B. Other 66⅔% Free.' |
| 80.06 | Other articles of tin: A, B and C | *Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and the rates of duty applicable thereto, that is: 'A. Reservoirs, tanks, vats and similar containers (not fitted with mechanical or thermal equipment: (1) For industrial use 20% Free (2) Parts for (1) 10% Free (3) Other 66⅔% Free B. Other 66⅔% Free.' |
| 81.01/04 | Other base metals, unwrought or wrought and articles thereof; cermets, unwrought or wrought, and articles thereof: (i) A (1) | In sub-heading A (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '33⅓%.' |
| | (ii) A (2) | In sub-heading A (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| | (iii) B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| 82.02/06 | Other hand tools (including mounted glaziers' diamonds); saws (non-mechanical) and blades (including toothless sawblades) for hand or machine saws; knives and cutting blades for machines or mechanical appliances; interchangeable tools for hand or machine tools; blow lamps, anvils, vices and clamps (other than those for machine tools), portable forges, and grinding wheels mounted on frameworks: (i) A | In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%.' |
| | (ii) C (2) | In sub-heading C (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10%.' |
| 82.09/15 | Knives, scissors and knife and scissor blades, and other articles of cutlery (including spoons, forks, ladles and similar kitchen or tableware); razors and razor blades; manicure and chiropody sets and appliances (including nail files); handles of base metal for any of the above articles | *Delete* the rate of duty in the columns 'Fiscal Entry' and 'Full' and *insert* the following sub-headings and the rates of duty applicable thereto in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' respectively, that is: 'A. Razor blades each £0 0s. 0½d. or 50% Free B. Other 50% Free.' |
| 83.01/02 | Locks (including padlocks), hand-bag, trunk and similar frames containing locks, and key and parts thereof, of base metal; fittings and mountings of a kind used on furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like, and hat-racks, hat-pegs, brackets and the like, of base metal | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| 83.03 | Safes, strong-boxes, armoured or reinforced strong-rooms, strong-room linings and strong-room doors, and cash, and deed boxes and the like, of base metal | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| 83.04/05 | Filing cabinets, racks, paper trays and similar office equipment, of base metal; fittings for files, loose-leaf binders or for stationery books, of base metal paper clips, staples, indexing tabs and similar stationery goods, of base metal | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| 83.07 | Lamps and lighting fittings, of base metal, and parts thereof, of base metal (excluding switches, electric lampholders, electric lamps for vehicles, electric battery or magneto lamps, and other articles falling within Chapter 85 except heading No. 85.22) | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| 83.08 | Flexible tubing and piping, of base metal | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| 83.09 | Clasps, frames with clasps for hand-bags and the like, buckles, buckle-clasps, hooks, eyes, eyelets, and the like, of base metal of a kind commonly used for clothing, travel goods, hand-bags, or other textile or leather goods, tubular rivets and bifurcated rivets, of base metal | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |
| 83.10 | Beads and spangles, of base metal | *Delete* the rate of duty in the column 'Fiscal Entry' and *substitute:* 'the lb. gross £0 1s. 0d. or 66⅔%.' |
| 83.11 | Bells and gongs, non-electric, of base metal, and parts thereof, base metal: B | In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '66⅔%.' |

The remainder of this tariff will be published next week.

## SIERRA LEONE

## *Import licensing regulations*

TELEGRAPHIC information has been received from Sierra Leone concerning an amendment to the General Import Licence No. 1 of 1969. The list of items for which specific import licences are required (published in the *Board of Trade Journal* dated October 18, 1968, page 1082) has been amended by the addition of the following items:

| Customs Classification | Items |
|---|---|
| 629-170 | Inner tubes for trucks (lorries) and buses. |
| 629-191 | Rubber tubes, solid, for vehicles; outer covers and inner tubes for vehicles, n.e.s. |
| 629-199 | Other rubber tyres and tubes. |
| 732-110 | Passenger cars not exceeding 1,200 c.c. complete. |
| 732-120 | Passenger cars exceeding 1,200 c.c. and not exceeding 1,750 c.c. complete. |
| 732-130 | Passenger cars exceeding 1,750 c.c. and not exceeding 2,750 c.c. complete. |
| 732-140 | Passenger cars exceeding 2,750 c.c. complete. |
| 732-150 | Dual-purpose motor vehicles (e.g. jeeps, land rovers, kitcars, estate cars, station wagons), complete. |
| 732-200 | Buses and coaches (including trolley buses) whether or not assembled. |
| 732-300 | Lorries and trucks (including ambulances, etc.), whether or not assembled (other than special purpose). |
| 732-490 | Special purpose vans, lorries and trucks, n.e.s., whether or not assembled, complete. |
| 732-600 | Chassis with engines mounted of a kind used for vehicles of headings 732-110 to 732-150. |
| 732-700 | Other chassis with engines mounted. |
| 732-800 | Bodies, chassis, frames and other parts of motor vehicles, n.e.s. (other than motor cycles) but not including rubber tyres, engines, electrical parts. |

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

## CANARY ISLANDS

### *Food labelling regulations*

NOTICE has been given in the *Board of Trade Journals* dated April 12, 1968, page 1193, July 26, 1968, page 227, and March 14, 1969, page 794 of food labelling regulations applicable to Spain, Spanish possessions and the Canary Islands.

The Spanish Ministry of Commerce has recently announced that the regulations have been suspended until September 1, 1969, for the Canary Islands only.

Exporters of foodstuffs to the Canary Islands should note that the regulations will be strictly enforced from that date. Stickers over existing labels will not be permitted.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

## REPUBLIC OF SOUTH AFRICA

### *Customs tariff changes*

THE SOUTH AFRICAN Government *Gazette* of May 9, contained the following notifications of changes in the customs tariff:

*Notice No. R.*763:

1. Provision is made for an ordinary anti-dumping duty on epoxidized vegetable oils if imported from or originating in the United States of America.
2. Provision is made for an ordinary anti-dumping duty on bags, of artificial plastic material, if imported from or originating in Japan.
3. Provision is made for an ordinary anti-dumping duty on armatures for generators identifiable for use solely or principally with motor vehicles (excluding motor cycles) if imported from or originating in Italy.
4. Provision is made for an ordinary anti-dumping duty on soccer and rugby balls, with or without bladders or laces, if imported or originating in China and Pakistan.

*Notice No. R.*764:

A new note is added to Schedule III (Industrial Rebates) to make it clear that any part or sub-assembly of an article, even if it has lost the essential character of such article, can still be regarded as being such article subject to the stated conditions.

*Notice No. R.*765:

Provision is made for a rebate of the full duty on certain raw materials for the manufacture of colour, paint, varnish and allied products and synthetic resins and artificial plastics.

*Notice No. R.*766:

The provision under items 308.03, 311.04, 311.15, 311.20, 311.21, 311.25, 312.01 and 312.02 for a rebate of duty on knitted pile fabrics of tariff heading No. 60.01 are withdrawn, and provision is made for a rebate of the full duty on yarn of polyvinyl fibres (discontinuous), for knitting pile fabrics.

*Notice No. R.*767:

1. Provision is made for a rebate of the full duty on certain raw materials, for use in the textile industry.
2. Provision is made for a rebate of the full duty on woven fabrics of jute, in such quantities and at such times as the Controller of Jute Goods may allow by specific permit, for the manufacture of bags.

*Notice No. R.*769:

Provision is made for a rebate of the full duty on antimalarial drugs with a basis of cycloguanil pamoate (4,6-diamino-1-p-chlorophenyl-1,2-dihydro-2,2-dimethyl-s-triazine pamoate).

Inquiries regarding these notices should be addressed to the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 471/2/3).

### *Customs tariff application*

CUSTOMS TARIFF Application List No. 492, published in the South African Government *Gazette* of May 16, contains an application to the Board of Trade and Industries for increase in duty on:

1. Motor vehicle wheel trim rings from 20 per cent *ad valorem* to 20 per cent *ad valorem* or 15c. each, whichever rate yields the higher amount of duty.
2. Embossed paper with a basis weight per square meter not exceeding 60 grm. from various rates of duty to 15 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

## SINGAPORE

### *Customs tariff changes amendment*

THE *Board of Trade Journal*, dated May 14, published on page 1414 details of the Customs Duties (Amendment No. 3) Order, 1969. The description against code number 893 202-9 should be amended to read 'Other than those falling within code 893 202-1'.

### *Import restrictions on glass*

THE BOARD OF TRADE have been informed by cable that the Singapore Controller of Imports and Exports has introduced quota restrictions on *sheet and plate glass* limiting imports to 120 per cent of 1968 imports. Licences will be issued up to 7/12 of annual quota and will be valid up to December 31, 1969. Further details will be published later.

## NEW ZEALAND

### *Emergency protection authority*

THE NEW ZEALAND Comptroller of Customs has announced that applications for temporary protection of the following goods have been withdrawn.

| Tariff Item | Description |
|---|---|
| 39.07.51 | Pneumatic mattresses, pillows and cushions, of plastic materials, specially suited for hospital use. |
| 73.27.04 | Wire fabric, electrically welded. |

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 774/69 or CRE 766/69 respectively.

## URUGUAY

### *Modifications to the code of merchandise*

URUGUAYAN Government Decree No. 192/969 introduced the following modifications to the Code of Merchandise:

| | | |
|---|---|---|
| **ARTICLE 1** | **ADDITIONS** | |
| Sub Group | Commodity | Surcharge per cent |
| — | Nylon monofilament of 0.5 to 0.8 mm diameter, for the manufacture of slide fasteners | 60 |
| — | Technically pure zinc nitrate | 90 |
| — | Technically pure amonium acetate | 90 |
| — | Piston-type air compressors with tanks, up to 15 hp inclusive | 90 |
| — | Babbit metals | 90 |
| — | Colour photographic films | 10 |
| — | Tea bags | 10 |
| **ARTICLE 2** | **IMPORT SURCHARGE AMENDMENT** | |
| 33.105. | Unexposed cinema films of less than 35 mm | 10 |
| **ARTICLE 3** | **AMENDMENT OF DESCRIPTION** | |
| | Unprinted paper cuttings for the manufacture of paper | |
| | *should now read:* | |
| | Paper cuttings, printed or otherwise, for the manufacture of paper | |
| **ARTICLE 4** | In cases where surcharges are increased by the application of the provisions of the present decree, firms which manufacture in the country the products therein referred to may not alter the price levels of such products ruling at the date of the present decree without the prior authorization of the Comisión de Productividad, Precios e Ingresos – COPRIN (Prices and Incomes Board) | |

## *New tariff item and increases in specific duty rates*

SUPREME Resolution No. 010-69 IC/DGC of April 25, 1969 introduces the following new tariff item:

| Tariff No. | Description |
|---|---|
| 29.14.1.16 | Vinyl decanoate (monomer). |

Supreme Resolution No. 011-69 IC/DGC of April 25, 1969 introduces increased rates of *specific* duty on the items indicated below:

| Tariff No. | Description | Specific Duty (Sules) | *Ad Valorem* Duty |
|---|---|---|---|
| 44.14 | Wood sawn lengthwise, sliced or peeled but not further prepared, of a thickness not exceeding 5 mm.; Veneer sheets and sheets for plywood of a thickness not exceeding 5 mm.: | | |
| 0.01 | Veneer sheets and sheets of plywood (sawn, sliced or peeled), of a thickness not exceeding 5 mm. whether or not reinforced with paper or fabric | 25.00 per K.G. | 31% |
| 44.15 | Plywood, blockwood, laminboard, battenboard and veneered panels, whether or not containing any material other than wood; inlaid wood and wood marquetry: | | |
| 0.01 | Plywood, up to 3·5 mm. inclusive in thickness | 25.00 per K.G. | 61% |
| 0.02 | Plywood, more than 3·5 mm. in thickness | 20.00 per K.G. | 61% |
| 0.03 | Plywood falling within items 01 and 02, not further worked than merely covered | 40.00 per K.G. | 61% |
| 0.99 | Other | 40.00 per K.G. | 61% |
| 44.16 | Cellular wood panels, whether or not faced with base metal: | | |
| 0.01 | Cellular wood panels, whether or not faced with base metal | 30.00 per K.G. | 60% |
| 44.17 | 'Improved' wood, in sheets, blocks or the like: | | |
| 0.01 | 'Improved' wood, in sheets, blocks or the like | 15.00 per K.G. | 30% |
| 44.18 | Reconstituted wood, being wood shavings, wood chips, sawdust, wood flour or other ligneous waste, agglomerated with natural or artificial resins or other organic binding substances, in sheets, blocks or the like: | | |
| 0.01 | Not coated | 15.00 per K.G. | 60% |
| 0.02 | Not further worked than coated with wood, plastic material, varnish or paint, or similarly treated | 30.00 per K.G. | 60% |
| 0.03 | Printed or with patterns in relief, with openwork, perforated or decorated with marquetry work | 30.00 per K.G. | 60% |
| 0.99 | Other | 30.00 per K.G. | 60% |

## CHILE

## *Permitted import list*

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List.

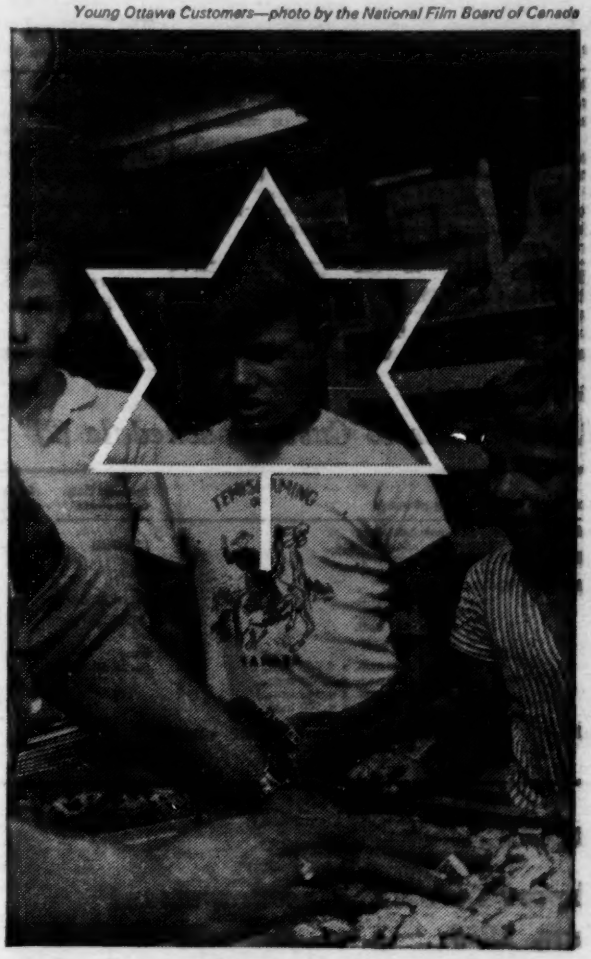
| Page | Item No. | | Percentage of prior deposit |
|---|---|---|---|
| 19 | 22.09 | Alter heading to read:<br>Prepared alcoholic compounds for making beverages (concentrated extracts) | 90 |
| 31 | 28.30 | Insert new sub-heading:<br>Barium chloride | 5 |
| 76 | 40.06 | Insert new sub-heading:<br>Unvulcanized rubber with protecting clothing for making patches for tyres and inner tubes | 5 |
| 86 | 48.07 | Insert new sub-heading:<br>Micronic filter paper | 0 |
| 99 | 59.05 | Replace 'Industrial fishing nets' by:<br>Industrial fishing nets of polyethylene and/or polypropylene | 0 |
| | | Industrial fishing nets of nylon or other material | 0 |
| 163 | 84.51 | Insert new sub-heading:<br>Tachygraphic typewriters | 90 |
| 172 | 85.01 | Insert new sub-heading:<br>Submersible power transformers | 5 |
| 174 | 85.07 | Insert new sub-heading:<br>Electric hair clippers | 90 |
| 188 | 87.14 | Pieces and parts of high-speed trailers and semi-trailers should read:<br>Pieces and parts of trailers and semi-trailers | 10,000 |

## *Amendments to Customs Schedule (1)*

THE CHILEAN *ad valorem* duty on polypropylene granules (Tariff item No. 39.02.02.04) has been reduced to 35 per cent and the specific duty suspended until December 31, 1969 provided they are imported exclusively for making sacks to replace jute sacks of the industrial type, size 40 x 70 cms. or larger, and under the Private Warehousing Scheme.

(*Continued on next page*)

*Young Ottawa Customers—photo by the National Film Board of Canada*



**Canada is a growing market- let us give you its measure!**

To enter the lively Canadian market, local knowledge is essential. Right here in London, the Bank of Montreal can supply it. Our experts can give you the vital up-to-date information you require on conditions and prospects anywhere in Canada. Your enquiries are welcomed. Ask for our informative booklets. Please quote key number BTJ/3

**Bank of Montreal**
Canada's First Bank
Main London Office: 47 Threadneedle St. EC2, 01-588 1561
West End Office: 9 Waterloo Place, SW1, 01-930 3081

## MISCELLANEOUS ADVERTISEMENTS

*6/- per line, minimum 30/- payable in advance.*
*Orders for advertisements should be addressed to* **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**
*Replies to Box Numbers should be addressed to* **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

**TYRES FOR EXPORT.** Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

**CONTRACTORS' PLANT AND EARTH-MOVING EQUIPMENT** - 1,000 Overseas Buyers' addresses for sale, mainly Europe and Middle East. Inquire Box S. 6878.

**SCOTS WINE NOVELTY!** The Smallest Bottle of Wine in the World? In a Matchbox in Fact! Home/Overseas inquiries welcome. Cumbrae Supply Co., Paisley, Scotland.

**THE METAL PERFORATORS J. & F. POOL LTD.,** invite perforating inquiries from industry - J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

**TYRES AND WASTE RUBBER.** The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.


CHILE, *continued*

## *Amendments to Customs schedule (2)*

| Tariff item | Description of goods | Specific duty Gold Pesos | *Ad val.* duty % |
|---|---|---|---|
| 39.02.02 | Add new sub-heading: | | |
| 04 | Polypropylene granules | KB 0·50 | *80* |
| 40·05 | Add new sub-heading: | | |
| 02 | for making patches | Free | *60* |
| 73·15 | Gold-rolled coils: | Free (until 30.6.69) | Free |
| | 0.23 mm. x 740 mm. | | |
| | 0.23 mm. x 770 mm. | | |
| | 0.23 mm. x 780 mm. | | |
| | 0.28 mm. x 740 mm. | | |
| | Plates: | Free (until 30. 6.69) | Free |
| | 10 mm. x 1,630 mm. x 4,540 mm. | | |
| | 8 mm. x 1,630 mm. x 4,540 mm. | | |
| | 6 mm. x 1,940 mm. x 4,540 mm. | | |
| | 6 mm. x 1,305 mm. x 4,540 mm. | | |
| | 6 mm. x 1,575 mm. x 4,540 mm. | | |
| 73.25 | Semi-rigid cables of high-carbon steel, without fibre core, for pre-stressed concrete. | Free (until 31. 12. 69) | *60* |

## JAMAICA

## *Export Industry Encouragement Law, 1956*

THE FOLLOWING products have been declared approved products for the purposes of the above law:

Dimensional paper and cardboard products.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* of March 14, page 812.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4, Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 119 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

## TRINIDAD AND TOBAGO

## *Import licensing arrangements*

The list of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new item:

656-04.01 . . . Terry towels and terry towelling of all materials except cotton.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

## UNITED STATES

## *National Commission on product safety*

THE UNITED STATES National Commission on Product Safety has announced that it will hold public hearings on June 17, 1969, in Portland, Oregon, and June 19 and 20, 1969, in Los Angeles, California, to discuss the function and effectiveness of state and local laws in insuring the safety of household products. (Further information about the specific location of these hearings will be published in a later edition of the *Board of Trade Journal*.)

All interested persons are invited to attend and participate either by presenting oral testimony or by submitting written statements. Written statements and requests to present oral testimony, which should be accompanied by a statement of the substance of the proposed testimony, should reach the Commission at 1016 16th Street, NW, Washington DC 20036, by June 9, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

## CANADA

## *New customs tariff*

A COPY of the new Canadian Customs Tariff is now available at our Export Services Branch. The tariff incorporates all the Canadian Kennedy Round tariff reductions (including where applicable the three final instalments due to be made on January 1, 1970, 1971 and 1972) and the new chemical and plastics tariff based on the Brussels Nomenclature which came into effect on January 1, 1969.

Further information about the new tariff may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

## *'Made in Canada' rulings*

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

1. Of a 'class or kind made in Canada': Electronic controls for resistance welders.
2. Of a 'class or kind made in Canada': Automotive timing chains when for use in the manufacture or repair of motor vehicles.

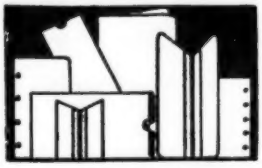
(Rulings effective June 20, 1969)

The above information in contained in Canadian Department of National Revenue Memoranda D.51-13-1 and D.51-17-1, both dated May 20, 1969.

*Registered as a Newspaper.* Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1. Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720373 4.

## BRITISH GOVERNMENT CONTRACTORS

*These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.*

**PVC Wallets and Containers**

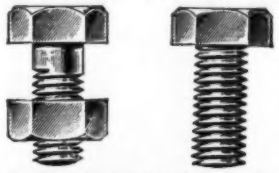
Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

**Academy Plastics Ltd**
*25-29 Roundwood Rd., London, NW10*
*Telephone: 01-459 5277*

**E. W. Kendall & Co. Ltd.**
**FOR**
**CIRCULAR SAW BLADES**
**BANDSAW BLADING**
**CIRCULAR KNIVES**
**GROOVING SAWS**
**MACHINE KNIVES**
**AND**
**ALL WOODWORKING ACCESSORIES**

*write or telephone*
*212-214 Ravenscroft Road, Beckenham, Kent.*
*Telephone: 01-778 3957/4353*

Bolts and nuts, screws, rivets, studs, studding, washers
All sizes and types in any material.



**Abis & Co (Birmingham) Ltd.**
*Dennis Road, Sparkbrook, Birmingham, 12*
*Telephone: South 1781 (6 lines)*
*Trunk Dial 021-449 3781*

**General sheet metal workers, metal polishers to the trade**

*Cutting capacity 10′ × ¼″*
*Brake Press 10′ × ⅛″*

**Leslie T. Clark**
(Stainless Steel Fabrications) **Ltd.**
*Fresh Wharf, Highbridge Road, Barking, Essex.*
*Telephone: Rippleway 5666-7-8*
*Member of the Stainless Steel Fabricators' Association.*

**Commercial Vehicles and Agricultural Machinery**
*Through bolts, spring centre bolts, U bolts, wheel studs and nuts, etc. consult*

MANUFACTURERS
**The Cossentine Bolt & Engineering Co. Ltd.**
*The Platt, Putney, SW15*
*Telephone: 01-788 7121*
*Grams: Cossentine Put. London.*

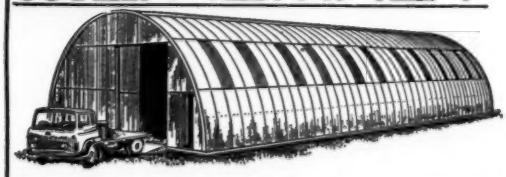
**BRI-GLASS FANS**

LOW AND MEDIUM PRESSURE CENTRIFUGAL FANS ESPECIALLY DESIGNED FOR THE EXTRACTION OF CORROSIVE FUMES WHICH HAVE NO CONTACT WITH FERROUS OR NON-FERROUS METALS.

*A Moulded Construction throughout from Resin Bonded Glass Fibres with Solid Cast Epoxy Resin Impellers.*

**The British Fan & Electric Co. Ltd., 728 London Road, High Wycombe, Bucks, Great Britain.**
Tel. High Wycombe 22061. Grams British Fan, Wycombe

**LOW COST BIG COVER SUPER ROMNEY**



**BRAND NEW ALL STEEL BUILDINGS**
35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

**NAYLORS (BILSTON) LTD**
204 Wolverhampton Street
Bilston Staffs
Phone Bilston 41689 42448


## Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:

London, S.E.1: PO Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £6 18s. 6d.,
being one year's subscription to the BOARD OF TRADE JOURNAL.
The copy should be sent to:

Name .....
Address .....
.....

# it's a long long way to K

# but our staff's rig

Fifty-odd miles north of Accra, slowing up on ag
administration, lies Koforidua. Easier to write ab
there writes about it frequently to our Head Offi
local market reports. Take these reports together
trade patterns begin to emerge. If you are interes
with Africa, the Caribbean or the Mediterranean
Kenneth Tattersall, Business Development and In
London E.C.3 (01-626 5656).

*Britain's Largest Overseas Bank*

# Koforidua

## ght there...

n agriculture, hotting up on commerce and
e about than to pronounce. And our manager
Office in Ghana. They in turn send us first-hand
ther, region by region, and some interesting
erested in trade with Ghana in particular—or
ean in general—please write to or telephone
d International Division, 54 Lombard Street,

Barclays Bank D.C.O.